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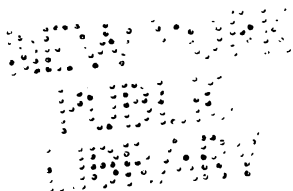
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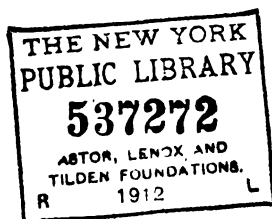
Pin-Money Suggestions

Pin-Money Suggestions

BY
LILIAN W. BABCOCK



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FOREWORD

A WOMAN wishing to earn money at home should first carefully consider many things: her aptitude for certain lines of work; her strength; the amount of time she can afford to devote to this new work daily, etc. She should also consider her surroundings, and the needs and purses of her neighbors.

It is the purpose of this book to encourage the thousands, and hundreds of thousands of women who desire to take up some remunerative line of work during their leisure hours, either as a means of self-support, or to enable them to earn the extra pin-money, which will warrant their taking some long desired trip, some course of study or to spend on the thousand and one little things which bring so much pleasure into one's life.

The following practical suggestions have been furnished by women workers all over the world, and are offered to others as successful methods, by which money may be earned, both in the city and in the country.

LILIAN WHITNEY BABCOCK.

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PIN-MONEY SUGGESTIONS

CHAPTER I

HOME COOKING

HOME cooking always pays. The old-fashioned cooking appeals to almost everyone. The servant girl problem will always remain a perplexing one, and the woman who likes to cook has a clear path to success open before her.

In every community there is some woman whose bread surpasses that mixed in any other household; another whose cake is invariably a marvel of lightness, or whose flaky and delicious pie-crust is the despair of other housewives. Such fortunate cooks can almost invariably find a ready market for their cooking, if they will let it be known that it is for sale. Hundreds of women have tried this method of earning pin-money successfully, and one cook sends her recipes for others to try.

“The following recipes are my standbys and if carefully followed there will be no difficulty in getting top prices for these home baked goodies.”

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WHOLE WHEAT BREAD

Three pints of whole wheat flour, one quart of white flour, one cup of sugar, one cup of molasses, one tablespoonful of salt, one mixing spoon heaping full of lard, one yeast-cake, lukewarm water for mixing.

Break yeast-cake in cup of lukewarm water and place lard in a quart of warm water, and set on shelf over stove for a while to keep warm and dissolve.

Place the two kinds of flour in a large mixing bowl. Add salt, sugar, molasses, also yeast-cake and lard, including water they have dissolved in. Mix all together with a spoon. More warm water may have to be added as this bread is made softer than white bread. Cover and set in a warm place to rise over night.

In the morning let it rise again in pans before baking. Handle dough very little when putting in pans.

A ready market awaits any woman who can make this delicious, wholesome bread.

REAL OLD-FASHIONED RAISED MUFFINS

1 Pint Milk	4 Cupfuls Flour
1 Tablespoonful Butter	$\frac{1}{4}$ Yeast-cake
1 Tablespoonful Sugar	$\frac{1}{2}$ Cupful Water
1 Rounding Teaspoonful Salt	2 Eggs

To have these muffins ready for breakfast you must, of course, mix them the night before,

setting them to rise about nine o'clock. You will need to have the milk tepid, and dissolve the butter in it. Put the flour, sugar, and salt into a lipped bowl. Having dissolved the yeast in the water, add it to the milk and butter and pour the mixture on the flour. Beat well, and add the eggs, well beaten. Cover, and let rise in a warm place. In the morning put the batter in well-buttered muffin-tins and let it rise for thirty or forty minutes; then bake in a moderate oven for about twenty-five minutes.

If you should wish to have the muffins for some other meal they will rise in four or five hours in a temperature of about 80 degrees Fahrenheit; but you would need for your mixture half a cake of yeast.

SWEET CORN MUFFINS

1 Cupful Cornmeal	4 Tablespoonfuls Sugar
1½ Cupfuls Flour	1 Teaspoonful Soda
2 Cupfuls Milk	2 Teaspoonfuls Cream of Tartar
2 Tablespoonfuls Butter	½ Teaspoonful Salt
3 Eggs	

Do not be niggardly in measuring your cornmeal for these muffins. Let the cupful be one that is heaped a bit. Mix the meal and all the other dry ingredients except the soda and sugar, and rub the mixture through a sieve. Having done this, beat the butter and sugar together

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until creamy; then add the yolks of the eggs and beat well. Beat the whites to a froth. After dissolving the soda in the milk, stir the milk in with the sugar, butter, and egg mixture. Now add those dry materials which were sifted. Beat well, and finally stir in the whites of the eggs. Put into buttered muffin-tins and bake in a quick oven for about half an hour.

GRAHAM MUFFINS

To one pint of cold milk add one and one-half pints of graham flour, one teaspoonful of sugar, half a teaspoonful of salt and one teaspoonful of melted lard, butter, or cottolene. Stir and beat well and lastly sift in two teaspoonfuls of baking powder. Stir so as to mix evenly through the dough. Put into muffin pans well greased and bake in a moderate oven half an hour.

MUFFINS

One quart of flour, two eggs, one pint of milk, one spoonful of butter, one of sugar, two spoonfuls of cream of tartar, one spoonful of soda; heat tins very hot; bake in fifteen minutes.

ENGLISH MUFFINS

One cup of mashed potato, three eggs, two cups of water, one yeast-cake, half a cup of sugar, three-quarters cup of lard or cottolene, half a teaspoonful of salt, flour for a sponge.

Beat the lard into the potato while the latter is hot, add the salt, sugar, and water. Beat the eggs, stir them in and then add the flour. Beat hard, add the yeast, previously dissolved in half a cup of tepid water. If you have a Universal Cake Mixer, you may put all the ingredients into it at once, and beat together, adding the flour last. This makes a sponge or soft batter and must be set aside, well covered, for two hours, or until light. When light, change the beater in the cake mixer for the kneader and turn in enough flour for a soft dough, that may be dropped from a spoon. Set aside again until light, turn the kneader a few times and remove it.

Have ready well-greased muffin rings, set on a baking sheet, drop a spoonful of dough into each one, until it is half full; set in a warm place until they rise to the top of the rings, when they are ready to bake. This quantity will make three dozen muffins.

POP-OVERS

One cup of milk, two eggs, one cup of sifted flour, half a teaspoonful of melted butter, half a teaspoonful of salt.

Beat eggs just enough to mix yolks and whites; add milk and salt. Add this mixture gradually to the flour, stirring hard.

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Beat until the batter is smooth. Have muffin pans very hot and well greased, fill three-quarters full and bake forty minutes.

This quantity makes ten pop-overs.

GRAHAM ROLLS

One cup of ice water, half a teaspoonful of salt, enough graham flour to make a thick batter. Beat lightly and bake in a very hot oven.

CORN CAKE

One cup of Indian meal, two cups of flour, half a cup of sugar, one cup of milk, one egg, two spoonfuls of cream of tartar, one spoonful of soda, pinch of salt.

GRANDMOTHER'S DOUGHNUTS

Two-thirds of a cup of sour milk; one cup of sugar, a piece of butter the size of a walnut (melted), one egg, one teaspoonful of soda; use nutmeg for spicing; only use flour enough to keep the dough very soft. Have the fat so hot that the cakes will rise to the surface as soon as dropped in.

THE KIND OF DOUGHNUTS THAT SELL

One cup of sugar; one and a half cups of milk; a level teaspoonful of salt, one or two eggs, three

teaspoonfuls of baking-powder; one-half teaspoonful of grated nutmeg, or a pinch of ginger. Flour for very soft dough.

Beat egg and add milk and sugar.

Sift together two cups of flour with salt, spice, and baking-powder, and beat this into the mixture; add enough flour for very soft dough. Have the molding board well covered with flour. Roll thin and cut with a doughnut cutter.

MY GRANDMOTHER SHEPHERD'S PLUM PUDDING

"This recipe is nearly one hundred years old and unknown till now, I believe, to anyone but myself."

Butter thickly a four-quart pudding dish; fill the dish nearly half full of warm milk; add ten of the thick, common Boston crackers, pounded fine; eight well beaten eggs; half a cup of molasses; sufficient brown sugar to make it very sweet. Spice to taste (nutmeg prominent) and season with salt. Mix the above, and after standing an hour, add two and three-quarter pounds of raisins (this weight after being picked); butter the size of a small egg; if the pan is not full, add a little milk. Bake in a slow oven from three to four hours.

As soon as it begins to bake on the top, stir it

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so the raisins may not settle to the bottom. Continue this every little while until sufficiently baked to have the raisins retain their places. When through stirring, pour a little sweetened milk over the top. Let it remain in the oven about three hours after. This pudding is to be eaten with a rich sauce. Put on table whole and slice like rich plum cake. This will keep for days and is delicious. It sells readily.

BOILED SUET PUDDING

One cup of chopped suet, one cup of sweet milk, one cup of molasses, a little less than four cups of flour, one teaspoonful of soda. Boil two hours. One cup of currants or chopped raisins improves this. — *Contributed.*

CRUMPETS

Take three teacups of raised dough and work into it with the hand half a teacup of melted butter, three eggs and enough milk to render it a thick batter. Turn into a buttered pan and let stand for fifteen minutes, then put this into a baking pan, heated so as to scorch flour. It will bake in half an hour. — *Contributed.*

SUPERIOR JUMBLES

Four eggs, one cup of butter, three cups of white sugar, two teaspoonfuls cream of tartar,

one teaspoonful soda, half a cup of milk, flour enough to roll out easily; cut into the shape of cookies; before cutting, wet the dough and sift over it a little powdered sugar. — *Contributed.*

JUMBLES

Two cups of sugar, one cup of butter, three eggs, half a cup of sour milk; flavor; add sufficient flour to make it stiff enough to roll out.

GINGER SNAPS

One cup of molasses, one cup of sugar, one cup of lard, one tablespoonful of vinegar, two teaspoonfuls of ginger, two teaspoonfuls of soda, one egg and a little salt; flour enough to stiffen. — *Contributed.*

SOFT GINGER BREAD

Two cups of molasses, one cup of lard or butter, one cup of milk, one egg, two teaspoonfuls of ginger, one of salt, and one of soda, four cups of flour.

PHILADELPHIA SAND WAFERS

One cup of butter, two cups sugar, half a cup of milk, teaspoonful of soda, five cups of flour.

SPONGE CAKE

Three eggs, one and one-half cups of sugar, two cups of flour, half a cup of cold water, one tea-

spoonful cream of tartar, half a teaspoonful of saleratus. Beat the sugar and the eggs together; add the water when these are light, then the flour, to which soda and cream of tartar have been added. Flavor with lemon and bake in a quick oven. — *Contributed.*

SPICE CAKE

Beat together one cup of sugar and one quarter pound of butter; add three eggs and about a pint of flour; add one teaspoonful of cream of tartar and half a teaspoonful of soda to half a cup of sweet milk; stir into the flour; add a tablespoonful of cloves and cinnamon mixed, and half a nutmeg. To this add a large spoonful of wine or brandy if desired. — *Contributed.*

COOKING FOR THE SICK

“My work is cooking solely for the sick and convalescent. There is a constant demand for my diabetic bread and rolls, and for my broths and jellies of all kinds. I have called upon the physicians in our city, explaining my work to them, and the result is that most of my patronage comes through their recommendation. Among the many dishes I prepare are the following: beef extract and albumen water; egg lemonade; Irish moss blanc-mange; wine jelly; calves’ foot

jelly; cup custard; jellied chicken broth; beef tea; mutton broth; clam broth; wine, whey and tapioca jelly."

THE WAY TO MAKE AND SELL JELLY

A good jelly maker can make more than pin-money by the sale of home-made jelly. If the following directions are carried out the jelly will always be a success.

All fruit must first be washed, and the bad spots, such as worm holes and specks, cut out. Strawberries, currants, grapes, and fruits of this kind must be stemmed before cooking.

Large fruits, such as apples, crab-apples, quinces, etc., must be quartered but not peeled, and the seeds must be left in. Put the washed fruit into an agate or porcelain kettle, and cover within an inch of the top of the fruit with cold water. Place on the stove where it will cook slowly and evenly until the fruit is translucent and soft. Grapes and berries are cooked until broken. Have ready a flannel straining-bag, taking a square piece of flannel twenty-seven by twenty-seven inches, fold it to make a three-cornered bag, stitch one of the sides, cut the top square across, bind the opening with strong, broad tape, and stitch on this binding, four tapes with which to tie to a frame. To use the bag, tie it to a strong frame or

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to the backs of two kitchen chairs. If the chairs are used, place some heavy articles in them. Or it may hang on a pole (a broom handle) which rests on the backs of the chairs. Before the strainer is used it should be washed and boiled in pure water. Place a dish below the bag and pour the fruit juice into it; this will pass through comparatively clear.

Now measure the juice, put in a clean kettle, and for every quart of liquid, measure out one quart of sugar. Put the kettle on the stove. Do not cover at any time during the process of jelly making. When it has boiled ten minutes, during which it must be skimmed several times, put the pan of sugar in the oven to heat, being careful that it does not burn.

Continue boiling, skimming constantly for ten more minutes, making twenty minutes in all. Now take the pan of sugar from the oven; this should be hot but not browned in the least. Pour the sugar slowly into the liquid, stirring constantly. The hot sugar will hiss as it goes into the juice. When the sugar is all in, stop stirring and let the jelly boil five more minutes; it should then drop from the spoon in thick chunks.

Wring out a piece of cheese cloth in boiling water and place over a pitcher. Skim the jelly once more and pour it through the cheese cloth. If

any jelly is left in the kettle, place on the back of the stove to keep hot, while pouring the liquid from the pitcher into glasses. Place a silver spoon in each tumbler, while pouring in jelly, to prevent the glass from breaking. After it is all poured out, skim off the air bubbles with a silver spoon. Do not disturb the glasses until the jelly jells which may be the second day after it is made; this depends upon the weather. When the jelly is firm, melt paraffin and pour a thin coating over each glass. Be sure to label the tumblers.

Grape jelly is nicer if one quart of apple juice is added to three quarts of grape juice. In making elderberry jelly, add half apple juice.

While jelly is being made, get the smallest glasses, that you can buy at the five and ten cent store (two or three for five cents). Fill these tiny glasses, and write cards like this:

“Miss —— wishes to announce that she is ready to supply you with the following home-made jellies.

NAME	PRICE
“Grape, per dozen,	\$3.00
“Quince, per dozen,	\$3.00
“Apple, per dozen,	\$2.50”

Mark the small glasses “Sample; Jelly sold in full-sized glasses.” Attach the cards to these

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glasses and send them to the Woman's Exchange, nice hotels, boarding-houses, schools for wealthy girls, and rich private families.

"We tried this and had more orders than we could fill."

GRAPE JUICE

"We have several grape vines on our place which bear heavily every year. This fall I made and sold about ten gallons of grape juice. In making this, I take ten pounds of the grapes and add three cupfuls of water, and a pound of sugar. The grapes are allowed to cook until thoroughly crushed. The juice is then strained through a jelly bag and again allowed to boil. The sugar is now added, and after boiling ten minutes the juice is put into pint and half pint bottles, and tightly sealed."

PRESERVING FIGS

"In Florida, on one of the large plantations, a plucky little woman is preserving whole figs, and selling them in quart jars to the Northern trade. Some of the figs are preserved plain, the balance with ginger. She could sell many times the number of jars now shipped, provided she had the health, and help to extend her work."

EVAPORATING FRUIT

"The evaporating of fruit on a small scale is interesting work and work which provides me with all of my Christmas money each year.

"The sun-drying method is old-fashioned. I use a portable evaporator for fruit of all kinds. With the exception of the bottom and firebox, our evaporator is made of wood. It is three feet wide and five feet long, and two feet high above the firebox.

"This box contains five trays, each two inches deep. The frames of the trays are of wood, and the bottoms of galvanized wire netting. The cover and bottom of the evaporator are supplied with holes for ventilation. As soon as the fruit is peeled and sliced, it is subjected to the fumes of burning sulphur for a half hour, or until the pieces are very white. This is accomplished by putting the trays of the fruit in a tight box and burning the sulphur below. A half pound of sulphur is required to bleach a hundred pounds of the green fruit. Coal or wood may be burned in the furnace beneath the evaporator.

"About six hours are required to thoroughly dry the fruit."

HOMEMADE ICE CREAM

"This is the way a friend of mine makes her pin-money. Only a year ago she made enough to

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have her house repainted. She lives in a city of about ten thousand population. From March 15th to November 1st she makes ice cream or an ice of some kind (three gallons, some days, and when it is very warm as much as eight gallons) and places this on sale in one or two of the drug-stores. It is known she makes these ices and they are always delicious, so the drug-store receives the patronage of a large portion of the population. She also takes orders for private parties, making both cakes and whatever ice or ice cream is preferred. As this requires only from two to four hours a day she can attend to her household duties and always has all her afternoons free for callers or social duties or exercise." — MRS. D. F.

JAPANESE TEA WAFERS

"Last summer I earned quite a snug little sum in this way. First I made Japanese Tea Wafers. These are very similar in looks and taste to the cones used for ice cream, only they are far nicer than the boughten ones.

"Break the white of one egg in a bowl. Add one tablespoonful of sugar, stir a minute, and then add one tablespoonful of flour and one-half teaspoonful of softened butter, beat until well mixed. (It should be about as thick as cream.) Pour a teaspoonful of this batter on the reverse side of a

large baking pan slightly greased, and with the back of the spoon spread it until about four inches in diameter and almost as thin as tissue paper. Bake in a moderate oven till brown, and while still hot, roll around a new curling iron into a horn. This is very easily done. These horns I filled with home-made ice cream and sold for five cents apiece. They sold like hot cakes, the days I made them."

A WAFFLE KITCHEN

"My home is in Pittsburg. A few years ago I found I must earn my own living or starve. A newspaper man suggested my opening a 'waffle kitchen' in 'Newspaper Row.' The advice was followed, and I now have a modest home and a small bank account.

"The waffle irons must be very hot and well greased, using the butter brush to reach into every depression. Pour the batter from a pitcher until the iron is lightly covered. Close the irons and turn them over. If the irons are heated just right, the waffles should bake in three minutes.

"Never wash a waffle iron, but rub clean with salt and put away in a paper bag.

"The following recipe is a good one. Three cups of flour; two eggs; one tablespoonful of melted butter; two cups of milk; one and a half

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teaspoonfuls of baking-powder; one-third teaspoonful of salt.

"Mix and sift dry ingredients, adding milk gradually, yolks of eggs well beaten, butter and whites of eggs beaten stiff and folded in. Bake at once."

BIRTHDAY CAKE

"My home is in a New Jersey town where there are many well-to-do families. Recently my little daughter celebrated her tenth birthday by having a large party. I had made her a birthday cake for the occasion. This cake was greatly admired by the children.

"Shortly after the party, one of the mothers asked me where the cake had been purchased. On learning that the cake was home-made, she expressed great surprise. I offered to make one for her even prettier than Ruth's. From that day to this the demand for my birthday cake has increased. My prices vary from \$2.00 to \$5.00 for a cake. By the aid of the pastry tube the cakes are prettily decorated. The child's name or initials, together with the figures of the birth year, may be made with ordinary icing, colored and made a trifle stiffer than usual. A wreath may be made around the edge of little roses or daisies. It is an easy matter to use the

pastry tube. The icing is poured into the tube or bag, and the bag is given a twist until the icing begins to ooze out of the end of the tube. One need only move the hand about, or back and forth in one place, until the rose or star, or whatever is desired takes shape."

WHITE MOUNTAIN CAKES

"My old-fashioned White Mountain cakes, with soft, creamy icing sell for one dollar each. These are sold to private customers and through our local grocery store. These cakes supply me with all my pin-money."

ORANGE FILLING

"A delicious orange filling for cakes is made as follows: Boil two cupfuls of granulated sugar with half a cup of water, until the syrup will thread when tested. Beat the yolks of three eggs very light and slowly pour the syrup into these, stirring constantly. Beat this mixture until it is stiff and cool. Then add the grated rind of two oranges and the juice of one. A little lemon juice improves the flavor."

INDIVIDUAL SHORTCAKES

"During the strawberry season I serve little

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individual shortcakes in my Tea Room. These are made as follows:

2 Cupfuls of Sifted Flour	1 Tablespoonful of Lard
2 Tablespoonfuls of Sugar	1 Tablespoonful of Butter
$\frac{1}{2}$ Teaspoonful of Salt	$\frac{1}{2}$ Cup of Milk
$2\frac{1}{2}$ Teaspoonfuls of Baking Powder	$\frac{1}{2}$ Cup of Water

“ Bake in small cakes the size of tea biscuits. Split and fill with well sweetened, crushed fruit. Also cover the top with the crushed berries.”

PIN-MONEY PICKLES

The “ Pin-money Pickles ” which have been sold in all the best stores in Boston and New York for several years are made by a Southern woman. They are made from very small cucumbers which are covered with sharp points like a baby procupine. These “ Pin-money Pickles ” have had a wide sale and have made this woman independent financially.

PIN-MONEY PICCALILLI

“ Every fall I earn over fifty dollars from the sale of my green tomato piccalilli, made from tomatoes raised in my garden. In making this, I slice a peck of large green tomatoes and half a peck of onions. Each layer of tomatoes and on-

ions is salted well, the whole standing over night. The next morning, the water is drained off. These are covered with two-thirds cider vinegar and one-third water; sugar is added to make it sufficiently sweet (about four cups); also one box of whole mixed spices. Boil until the onions and tomatoes are tender, and can while hot."

COTTAGE CHEESE

Take two quarts of thick, solid, sour milk, and add two cups of hot water. Pour this into a jelly bag, and hang the bag where it may drip for several hours. When the whey has all dripped from it, turn into a bowl and beat it smooth with a fork. If too dry, add a little cream and season with salt. Made into little pats, wrapped in oiled paper, and then in tin foil, they will sell readily to the stores or private families.

ENGLISH CREAM CHEESE

Another cheese which can be sold is made as follows: Very thick cream is poured carefully into a bag which is hung up with a basin underneath to catch the whey, in a cool room or cellar. The air in the room must be pure, as the cream easily absorbs odors. When the whey is partly drained off, the bag is twisted tight, and bound so

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as to dry the curd more. Then, after twenty-four to forty-eight hours, according to temperature and the consistency of the cream, the "cheese" is ready to eat, and may be molded as desired. This is hardly cheese, as no rennet is used. Perhaps it should be called a "sour cream curd."

POTATO CHIPS

"A few years ago I learned of a way for earning extra money by women in the home, which I consider a most excellent plan. In making some purchases at the grocery store I noticed a large box labeled 'Potato Chips,' the price of which I found was thirty cents a pound. The grocer informed me that they had cost him twenty-five cents a pound, besides the freight.

"I purchased a potato slicer and in the morning made some potato chips, keeping count exactly of their cost and found it to be twelve cents a pound. If I could sell fifty pounds a week it would mean a profit of six dollars. I took a sample to the grocer and he thought them excellent and gave me an order. At first I made them in small lots, but later in large ones. I would slice the potatoes in the evening and put them in cold water overnight to draw out the starch. Very soon I found I could make a good deal of money in

this way, and not work more than three half days in the week. I live in a town of about ten thousand inhabitants, so my sales would not be as great as in a larger place, but here in my own town I make a profit of from six to eight dollars a week."

SOUTHERN BEATEN BISCUIT

"When it became necessary for me to earn my living and do it at home, I gathered together all my resources. Unfortunately, brought up as I had been, in the greatest comfort in the South, where 'ladies' do not do manual work, I found myself 'wanting.' But the desire to do was strong, and the need great, so I looked up the needs of the community in which I lived, and found the greatest was for good home-made bread. So I went to work with a will, and made 'Maryland Biscuits' just as I had seen them made in my home in the old days, and used the same recipe every Southern cook uses: Two pounds of flour, one-fourth pound of lard, half a teaspoonful of salt, and enough water to make a very stiff dough. Beat for twenty minutes on a block with an ax; make into biscuits, and bake for twenty minutes in a *very hot* oven.

"I made them fresh every morning in time for breakfast. By beginning in a small way, I now

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have all the orders I can fill. I make and sell from twenty to sixty dozen each and every day, with the exception of Sunday. All my orders are filled by twelve o'clock noon, and the balance of the day is mine. I clear seven cents on each dozen. I sell through a popular grocer, paying him ten per cent. for his trouble, and I sell only perfect biscuits; just the right size and just the right color, snow-white inside, with a delicate brown top and bottom. "Any woman who can make good bread, and will make it regularly, can earn her living."

"I know a woman of one of the most aristocratic families of the South, who makes black-walnut taffy several times a week, and sends it to a large grocery store in New York City, where it is sold almost as soon as it arrives. She lives on a farm where the walnuts grow, so her expense is lessened, but she gets a fine price for her candy."

SUNDAY DESSERT

"I have been quite successful in earning a little money at home by making a fancy dessert on Saturday and taking orders for Sunday dinners. This is the recipe: one-fourth pound of blanched almonds, one dozen marshmallows, one dozen candied cherries, half a dozen macaroons.

“Clip all of these rather fine with the scissors, put in vessel and stand aside. Dissolve one rounded tablespoonful of granulated gelatin in one-fourth cupful of cold water, add one-fourth cupful of boiling water, and add to this one cupful of sugar. Stir till dissolved and stand aside to cool. Whip one pint cream stiff, add gelatin-mixture, almonds, cherries, macaroons and marshmallows, and beat until thoroughly mixed, flavor with vanilla and pour into mold. Set on ice or in cold place, and in a few hours it can be turned out and cut into perfect slices. This is a very attractive and delicious dessert. You will find that some persons, where there are only three or four in family, would rather buy something like this than to bother making a dessert for Sunday dinner. This recipe will not cost over sixty-five cents and will make ten or twelve slices at ten cents a slice. One trial will bring you regular customers. If one could get orders to furnish it in quantities for parties it could be furnished cheaper, and one could still make a profit.”

FISH-BALLS

“Every Saturday I made fish-balls and sold them to my friends and at last one of the stores took as many dozen as I could spare. I used the following rule:

“Twice as much potato cut in thick slices as fish. Use boneless fish and pick in small pieces, but do not chop. Wash the fish in cold water but do not soak it in the water. Next add the sliced raw potato and cover with cold water. Be sure the water more than covers the contents of the kettle. Boil without stirring until the potatoes are soft. Take from fire, drain off the water, add pepper, one egg to each two quarts of potato. (Break egg in raw without beating.) Then mash and make into flat cakes with the hands. Roll in flour and fry in hot fat in spider. These sold for three cents apiece. Every one pronounced them fine.”

BEANS AND BROWN BREAD

“For the bright, clever girl, who must stay at home, the ways to earn pin-money are legion. At the age of seventeen while attending school, our family finances became such that I found it necessary to help. I am a New England girl and nearly all of the families in the town in which I live follow the old New England custom of having Boston brown bread and baked beans Saturday night for supper and ‘fish balls’ Sabbath morning for breakfast. There are a great many wealthy families in L——, and the servant girl question

! bids fair to remain unsolved for many years to come. Our local bakery did a rushing business and I saw no reason why I could not make a specialty of the beans and bread.

“It is sufficient to say that my Saturdays are fully occupied and I have over thirty regular customers. My beans were prepared in the following manner: Two quarts of very small pea-beans were put on to simmer, early in the morning. These were allowed to simmer gently until the skins would burst. This is determined by taking a few of the beans in a spoon, and blowing them. Drain off the water in which they have been cooked; add a pound of fat salt pork, which has been scalded. Cut through the rind of the pork making small squares, which will nicely brown while the beans are baking. Put into the pot, burying the pork in the beans. Add a half cup of molasses, a half cup of sugar, a tablespoonful of salt, and a teaspoonful of mustard. Cover with boiling water.

“Watch them carefully if the oven is hot, and add boiling water as the beans are cooking, so that they do not dry out and burn. It requires about six hours to bake them in a moderately hot oven. About an hour before they are to be taken from the oven, remove the cover from the bean pot, allowing the pork to nicely brown.

BOSTON BROWN BREAD

$\frac{3}{4}$ Cup of Rye Meal	$\frac{3}{4}$ Tablespoonful of Soda
$1\frac{1}{4}$ Cups of Granulated Corn Meal	1 Teaspoonful of Salt
1 Cup of Graham Flour	$\frac{3}{4}$ Cup of Molasses
	$1\frac{3}{4}$ Cups of Sweet Milk

"Mix and sift dry ingredients, add molasses and milk, stir until well mixed, turn into a well buttered mold, and steam three and one-half hours. Never fill the tin in which the bread is steamed more than two-thirds full. One pound baking-powder boxes, or a five pound lard pail can be used as molds."

PICNIC LUNCHES

"A neat sign 'Picnic Lunches' tells my story. A park, a lake, brooks or rivers for fishing, call forth many people who like to have a picnic, but for one reason or another cannot pack a lunch.

"It is well to keep on hand a supply of bread, cheese or cold meats, etc., for sandwiches, cake or little pies. A fisherman may happen along at any hour, but, of course, special orders receive more attention. Neat white paper napkins, waxed paper, and boxes are requisites.

"The latter, similar to those used by grocers for eggs, may be obtained reasonably from box factories. Prices will vary, but twenty-five cents should buy a substantial lunch for one person."

MRS. F.

EMPLOYEES' LUNCHES

"My home is near a factory, and I have earned quite a little money by serving fifteen cent lunches to the women who work in the mill. I also have some thirty-five regular customers for my twenty-five cent lunch. These lunches are wrapped in oil paper and neatly boxed and delivered between eleven and twelve daily."

OYSTER LUNCH

"My income is from a small lunch counter in Philadelphia, where only oysters are served. These are served on the half shell, as a pan roast, or in a stew. There is one hundred per cent. profit on every sale."

PEANUT BUTTER

"I have made and sold a great quantity of peanut butter this year. The butter is made from freshly roasted peanuts, very finely ground. This is put into jelly glasses and tightly sealed."

A SCHOOL LUNCH COUNTER

A New Jersey woman is earning her pin-money by conducting a school lunch counter.

At recess the children can buy hot cocoa for three cents a cup, delicious soup or broth for five cents a cup, milk for three cents a glass, buns for

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a cent apiece; a variety of sandwiches are furnished through the week. The children are particularly fond of a jelly sandwich, sprinkled with chopped nuts. The fig sandwich has also found favor with the little ones.

Oranges, bananas, and baked apples are served as dessert. A nice little sum is netted weekly from this school lunch counter.

QUICK LUNCH STAND

The following suggestion may help some woman to earn her living. For a small sum, a quick lunch stand may be rented in the banking or office districts of our cities. Here one can sell sandwiches of all kinds for five cents each; pie for five cents a cut; coffee or milk for five cents, and two wheat cakes or a bowl of broth for five cents; there is no reason in the world why a woman cannot clear from \$5.00 to \$10.00 a day in this manner.

LUNCH AND DINNER

Two fortunes have been made during the past thirty years by a woman in New York City who serves the public with a delicious forty-cent lunch and a sixty-cent dinner. Every lunch is the same, three hundred and sixty-five days a year. Every dinner is the same. No bill of fare is given one to select from. Dinner is served at

night from six to twelve o'clock. Wine is served at noon and night. There is always music to entertain, either piano, violin, or singing.

TEA ROOM

Eight hundred dollars a year is the present income from a tea-room conducted by a young woman in Massachusetts. The walls of her room are a restful pale green and the woodwork is white. The tables and chairs are green with bright chintz cushions. Flowers are on every table. The table linen is plain and perfectly laundered. The tea *ménu* is as follows:

Formosa Oolong, Island of Formosa

Darjeeling India, Finest India Grown

English Breakfast, Fancy Ningehow

Ceylon, Orange Pehok

Pot for One, 20c.; Pot for Two, 25c.; Pot for Three, 30c.

Cocoa with Whipped Cream, per cup, 10c.

Malted Milk, 10c.

Afternoon Tea Salad, 35c.

Chicken Bouillon, 15c.

Toasted English Muffins with Maple Syrup, 15c.

Nut Sandwiches, 20c.

Olive Sandwiches, 20c.

Salad Sandwiches, 20c.

Mixed Ices and Creams, 20c.

Cheese and Educator Crackers, 20c.

Tiny Bon-bon dishes filled with salted almonds, candied orange peel, and pressed canton ginger are served free with each order.

ANOTHER TEA ROOM

Two sisters who lived in a large, old-fashioned house with its broad, shaded piazzas, decided to open a porch and parlor tea room. The house was situated on the State road, which was the main thoroughfare for automobiles. Half a mile from the house either way, was hung a large, attractive sign, where all who passed could see it. The long parlor, with its French doors, was turned into a dining-room. The tables and chairs were painted a forest green. The wall paper was pale green, and the woodwork white. The china was very dainty, and the linen perfectly plain and beautifully laundered.

The old-fashioned cooking found favor with all the guests. A regular thirty-cent luncheon was served from eleven until two, afternoon tea from four to five, and dinner from six to ten. On the porch were palms and rubber plants, and Japanese lanterns made the place most attractive in the evenings.

A PORCH TEA ROOM

“If you are fortunate enough to occupy a house at a seashore resort or even an inland town where summer boarders congregate, you can earn a neat sum right on your own piazza. Cover the floor of the porch with small rugs, and have six

or eight tables scattered about with white linen covers. Hang Japanese lanterns, which can be lighted at night and on rainy afternoons when the Venetian awnings are drawn for warmth and coziness. From two until five, and from eight until eleven serve dainty refreshments for a reasonable price, home-made ices and cakes, with sparkling iced drinks. On the cold days serve clam bouillon with whipped cream and wafers, hot drinks, dainty sandwiches and gelatine deserts.

“You will be liberally patronized by the hotel and boarding-house people who get so tired of the same kind of ‘one-egg’ cake and ‘creamless’ ice-creams. Make your quarters very attractive with wild flowers and greens from the woods, and see that your patrons feel at home and at liberty to spend as much time as they can on your piazza, for the longer they stay the more they will buy. In connection with this porch-parlor scheme, buy a small collection of jig-saw puzzles which can be rented for ten cents a day over and over again. If you go about this in the right way, the result will be very remunerative.”

R. I.

CHAPTER II

HOMEMADE CANDY AND NUT GOODIES

“THE writer believes there is no line of work a woman can take up at home which will yield a larger income, considering the small amount of capital invested, than candy making. Home-made candy is pure, and if daintily boxed or tied there will be no difficulty in selling all one can make.

“It is well to lay in an assortment of colored papers that can be cut into suitable sized slips and fringed at the ends; one can also use the very attractive paper napkins found in any of the large stores. Many of these are exceedingly pretty. Small packages of caramels, fudge, etc., can be tied up in these with pretty ribbons, or with the Christmas stickers, or with the self-sticking gilt or red tape.

“Candy boxes in all sorts of odd shapes can be bought in gross lots for a cent to five cents

each, according to design. Lay in a small quantity of paraffin paper also, to wrap the chewing candy, caramels, etc., in, and to slip between the layers of candy. Buy also a gallon of glucose or corn syrup from some wholesale confectioner. This should cost about forty cents. This glucose is used to give the caramels, taffy, etc., a chewy quality, and will keep the fudge moist and fresh for days, or weeks.

“I find the local dealers will help me to dispose of my candy, and I pay them twenty to twenty-five per cent. for selling it. Boys and girls in my neighborhood also like to sell the candy after school and on Saturdays. It is best to give the children five and ten cent packages only, allowing them a cent and a half on every five cent package sold, and three cents on a ten cent package.

“I am confining myself to the manufacture of four kinds of candy: a delicious chewing candy, peppermints, caramels, and fudge. I make only one kind a day.

CHEWING CANDY

“The chewing candy is made as follows:

“Add just enough boiling water to two cupfuls of sugar to dissolve it. Add one small tablespoonful of glucose and half a teaspoonful of

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cream of tartar. Let it boil until it forms a fairly hard ball when dropped into ice-water.

“Pour onto a buttered platter or marble slab to cool; as it cools, fold the edges in toward the center. When cool enough to handle, pull on a candy hook until very white. While pulling, work in a few drops of flavoring, either peppermint, clove, wintergreen, or sassafras. Cut into small pieces, dust well with corn starch, and wrap in paraffin paper.”

CREAM PEPPERMINTS

To two and a half cups of confectioner's sugar, add half a cup of boiling water and boil until it forms a thread. Mix six drops of oil of peppermint, one-fourth of a teaspoonful of cream of tartar and a teaspoonful of sugar together, and add to the syrup, stirring constantly. Boil all together for a moment, and remove from the fire. Drop from the end of a spoon onto oiled paper, giving the spoon a quick twist, to make the peppermints round.

PEPPERMINT STICKS

Add one-half teaspoonful of cream of tartar to three cupfuls of fine granulated sugar. Boil with one cupful of water until, when tried in cold water, a hard ball will form. A teaspoonful of glucose added to the sugar is desirable also.

When sufficiently boiled, pour onto buttered plates, but do not stir. When cool enough to handle, pull until very white. During the pulling the flavoring is added. A half teaspoonful of oil of peppermint, sassafras, clove, or wintergreen should be used.

VINEGAR CANDY

Two and one-half cupfuls of granulated sugar, one teaspoonful of glucose and one cupful of cider vinegar should be boiled together slowly until the syrup will rope from the spoon. Pour onto well buttered platters. Do not stir, but fold in the edges as they cool, with a knife. When cool enough to handle, pull until white.

FUDGE

To three cupfuls of granulated sugar, add two tablespoonfuls of melted butter, and a teaspoonful of glucose. To this add one cup of milk. Boil for about five minutes and then add two squares of unsweetened, melted chocolate. Boil until a soft ball will form when tried in ice-water. Remove at once from the fire, add one teaspoonful of vanilla and beat with a fork until the mixture begins to granulate. Then pour quickly into well buttered tins and mark into squares.

MOLASSES TAFFY

Boil three cupfuls of the very dark molasses for twenty minutes; then add a half teaspoonful of soda, and boil ten minutes longer, stirring constantly. Add a teaspoonful of vinegar and pour into well buttered dishes to cool.

BUTTER-SCOTCH

Mix together three cupfuls of sugar, one-half cupful of vinegar, and one-half cupful of water. Allow this to boil slowly until it is crisp and hard when tried in cold water. Remove from the fire and add one quarter of a teaspoonful of soda and ten drops of lemon extract.

FONDANT

Stir one-half teaspoonful of cream of tartar into four cups of granulated sugar. Add a teaspoonful of glucose and one cupful of boiling water. Boil slowly until, when tried in cold water, a soft ball will form. Pour onto a marble slab well greased and work with a wooden paddle or spatula until it becomes quite stiff; then knead with the hands until it is perfectly smooth. Put into a glass jar and cover with oiled paper or a cloth, and allow it to stand for a day or two before using. Fondant should be made on a sunny, clear day. The centers of bon-bons are little balls of

fondant. Chopped nuts or cocoanut may be added to these centers.

To remelt fondant, place in a double boiler; when melted add any desired flavoring or coloring. Plain white balls of the cold fondant, fruit or nuts can be dipped in the melted fondant, and when completely covered, remove to oiled paper to cool.

UNCOOKED FONDANT

In making the uncooked fondant, the XXXX confectioner's sugar should be used. Add a tablespoonful of cold water to the unbeaten white of an egg and enough confectioner's sugar to enable one to shape with the hands. Flavor as desired.

CREAM WALNUTS

Cream walnuts are made by rolling a piece of the uncooked fondant into a ball and pressing it between the halves of an English walnut.

DATE CREAMS

Date creams are made by removing the stones from well washed dates, and replacing them with a small piece of the uncooked fondant. Chopped nuts may be added to the fondant and make a delicious filling for dates.

CHEWING CANDY

To two cupfuls of granulated sugar, add a piece of butter the size of an egg, two teaspoonfuls of vinegar, and a teaspoonful of glucose. Add half a cup of boiling water and boil until brittle when tried in water. Pour on buttered plates to cool. Add flavoring, and pull until white.

CHOCOLATE CHIPS

After the molasses taffy is well pulled, cut into tiny squares, and while warm, roll with a greased rolling-pin to very thin strips. Set aside to cool and then dip into melted, sweet chocolate. Place on oiled paper to harden.

KISSES

Beat the whites of six eggs very stiff, and stir in a large cup of very fine sugar. Drop a teaspoonful at a time on to heavy white paper. Dust with sugar and bake in a moderate oven a half hour, until a nice brown.

CARMELS

Vanilla caramels: two cupfuls of granulated sugar, one cupful of cream or milk; one half cupful of glucose and two teaspoonfuls of vanilla. Boil all the ingredients, excepting the vanilla, together, stirring constantly (or the mixture will

curdle), until a hard ball will form in cold water. When cooked to the right consistency, add the flavoring and pour into well buttered pans to cool. When cold, turn onto a slab and cut with a sharp knife into squares.

Maple caramels: these are made just like the vanilla, only one cupful of maple syrup is added to the sugar and glucose.

Chocolate caramels are made in the same manner, only two squares of melted, unsweetened chocolate are added before boiling the syrup.

Nut caramels are the chocolate or vanilla caramels with chopped nuts added.

POPCORN BALLS

Put one cupful of brown sugar, one cupful of white sugar, one-half cupful of New Orleans molasses, one cupful of water, and a tablespoonful of vinegar into a well buttered pan. Cook without stirring until a hard ball will form when tried in water. Just before the syrup is cooked enough add a tablespoonful of butter. On removing from the fire, add a pinch of soda and pour at once over four quarts of freshly popped corn. Chill the hands in cold water and shape the balls quickly. Keep in a cold place. These can be wrapped in oiled paper and will sell for five cents apiece.

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CORN BALLS NO. 2

One cupful of sugar; one cupful of New Orleans molasses; butter the size of an egg; two tablespoonfuls of vinegar, and one-fourth of a teaspoonful of salt. Mix all together and boil slowly without stirring, until the candy will snap when tried in cold water.

Pop the corn while the syrup is boiling. Corn two years old pops the best. Pick over the popped corn, throwing out all the hard kernels. Place the pan containing the corn on the back of the stove and pour on the cooked syrup gradually, stirring the corn until all is evenly covered with the syrup. Wash the hands in cold water and press the balls into the desired size.

CRYSTALLIZED POPCORN

Put one tablespoonful of fresh butter, three tablespoonfuls of water and one small cupful of white sugar into a stew pan. When candied stir in three quarts of freshly popped corn. Continue to stir until the candy is well distributed over the corn.

When cold, separate and put into small paper bags. Your local grocer will gladly sell these for you for five cents apiece, on a twenty per cent. commission basis.

MARSHMALLOWS

Candy men and women made from marshmallows held in place with toothpicks, and wearing a coat made from a whole fig, with a fig hat, arms and legs of raisins, and eyes of currants, sell for fifteen cents to twenty-five cents each. They are eagerly sought after by the children and cost very little to make.

GLAZED FRUIT

Boil two cups of granulated sugar and one cupful of water until it hairs. Then add a quarter of a cupful of vinegar and boil hard until the syrup is brittle when tried in cold water. Remove from fire to stop the boiling and place the pan in another filled with very hot water. The fruit should be divided into sections, with the exception of grapes and cherries. Use a long pin and dip the fruit quickly, cooling on oiled paper.

GLACÉ NUTS

To three cupfuls of granulated sugar, add one-fourth teaspoonful of cream of tartar and one cupful of boiling water. Boil without stirring until the syrup begins to discolor. Remove from the fire to stop the boiling, then place the dish containing the hot syrup in a larger dish of very hot water. Use a long pin in dipping the nuts,

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and place the dipped nuts on an oiled paper to cool.

TO BLANCH NUTS

The blanching of nuts is simply the removing of the inner brown skins, which give the nuts a bitter flavor when ground. To do this, remove the shells, and pour boiling water over the nuts, allowing them to soak several moments. Then plunge them into cold water and rub quickly between coarse towels.

TO SUGAR OR SALT NUTS

To sugar or salt nuts, they are first blanched and then either stirred into a little melted butter, or into the white of an egg to which a little cold water has been added. Sprinkle with salt or sugar and place in the oven for a few moments.

SALTED ALMONDS

Cover one pound of the Jordan almonds with boiling water. Allow these to stand a few minutes, then drain off and dry on towels. The skins should rub off easily. Dry thoroughly and put into a pan containing melted butter. These are to be fried until a delicate brown. Move them constantly in the pan to avoid their burning. Remove from the fat and salt.

Another way of salting almonds is as follows: Remove the skins with boiling water and dry well. Brown slightly in the oven. Take the white of an egg and add to it two spoonfuls of cold water. Beat well and pour over the almonds. Remove the nuts from the egg and salt.

CHAPTER III

TOILET ACCESSORIES

MANY women like to make their own sachets, toilet powders and creams. It is not a difficult task to compound these articles, and as they are used in practically every household, it should be an easy matter to persuade your friends and acquaintances to use your pure, home-made products. Perfumery of all kinds can also be made and sold at a profit by any woman. A few recipes which have been successfully tried by earners of pin-money are given. The ingredients should be obtainable at any drug store or chemist's.

A SIMPLE SACHET

"A simple sachet which will sell well is made as follows: five pounds of lavender flower and ten pounds of violet tablets (ground) are thoroughly mixed. Put a tablespoonful of this mixed powder into a small envelope. This in turn can be

wrapped in some daintily colored paper and tied with baby ribbon. These packages will sell for ten cents each, and should not cost over one and one-half cents to put up. Boys and girls will sell these for you, if you allow them three cents on each package sold."

· HELIOTROPE SACHET

Powdered orris, 2 pounds	Rose leaves, ground, $\frac{1}{4}$ pound
Tonquin beans, ground, $\frac{1}{2}$ pound	Vanilla beans, $\frac{1}{4}$ pound
	Grain musk, $\frac{1}{4}$ ounce
Attar of almonds, 3 drops	

Mix well and sift. This is a very fine sachet.

LAVENDER SACHET

Lavender flowers, ground, 1 pound	Gum benzoin in powder, $\frac{1}{4}$ pound
Attar of lavender, $\frac{1}{4}$ ounce	

ROSE SACHET

Rose leaves, 1 pound	Sandalwood, ground, $\frac{1}{4}$ pound
Attar of roses, $\frac{1}{4}$ ounce	

VIOLET SACHET

Black currant leaves, $\frac{1}{2}$ pound	Cassia flower heads, $\frac{1}{2}$ pound
Rose leaves, $\frac{1}{2}$ pound	Orris root powder, 2 pounds
Attar of almonds, $\frac{1}{4}$ drachm	Grain musk, 1 drachm
Gum benzoin (powdered), $\frac{1}{2}$ pound	

Mix well and keep in a jar a week at least, before selling.

VIOLET FACE POWDER

Wheat starch, 6 pounds	Orris root powder, 2 pounds
Attar of lemon, $\frac{1}{2}$ ounce	Attar of bergamot, $\frac{1}{4}$ ounce
Attar of cloves, 2 drachms	

POMADE OF CUCUMBER

Benzoated lard, 1 pound	Spermaceti, $\frac{1}{2}$ pound
Spirit of Cucumber, $\frac{1}{4}$ pound	

Mix the spermaceti with the lard, keeping it constantly in motion while it cools. Now beat the grease in a mortar, gradually adding the essence of cucumber. Beat until the spirit is evaporated, and the pomade is beautifully white.

CUCUMBER COLD CREAM

Almond oil, 1 pound	Green oil, 1 ounce
Juice of cucumbers, 1 pound	Wax and sperm, each, 1 ounce
Essence of cucumber, 2 ounces	

PERFUMERY MAKING

(BY CHARLES H. PIRSE)

“The following sachet powder is very fine and I can make this into dainty packages and sell it at a good profit.

SACHET POWDER NO. 1

Orris root, $\frac{1}{2}$ pound	Calamus, 2 ounces
Yellow sanders, 4 drachms	Cloves, 2 drachms
Benzoin, 4 drachms	Dry bergamot, 1 ounce

“Reduce to a fine powder and mix well.

SACHET POWDER NO. 2

Dried rose leaves, $\frac{1}{2}$ pound Cloves, 4 drachms
Nutmegs, 4 drachms

“Some of the finest odors, such as violet, jasmine, and tuberose, are procured by the following method:

“MACERATION — This is the operation used to make pomades and is as follows: take beef suet, and mix with purified lard. Put this into a clean porcelain pan. Melt this by steam heat, or in a double boiler. Then take the kind of flowers from which the odor is to be extracted, and place them in the melted fat, allowing them to stand from twelve to forty-eight hours. The fat has a peculiar attraction for the attar of flowers, and it will draw it out of them and become highly perfumed.

“Strain the fat from the spent flowers, and add fresh flowers from ten to fifteen times, according to the strength desired. For perfumed oils, the same operation is followed, only fine olive oil is used instead of fat, and the same results are obtained. These oils are called ‘Huile Antique,’ of such and such a flower. The orange, rose, and cassia odors are principally prepared by this method.

“The violet and réséda pomades and oils are

prepared first by the maceration process, and are then finished by enfleurage or absorption.

“**ABSORPTION OR ENFLEURAGE**—This process is most important to the perfumer, and most difficult to manipulate. The finest essences obtained are the result of this operation, as are also the fine pomades, known as ‘French pomatums,’ so much admired for their strength of fragrance.

“The odors of some flowers are delicate and volatile, and the heat required in the previously named process is apt to spoil them.

“This process is therefore conducted cold. Square frames should be used. These are called ‘Châssis.’ These frames are about three inches deep, and a pane of glass is set into them like a window sash. These frames are about two feet wide and three feet long.

“A layer of fat is spread on both sides of this glass, to the depth of one-fourth of an inch. The desired kind of flowers are sprinkled thickly over this fat, and allowed to stand from two to three days. These frames are piled one upon another, the top and bottom frame having the fat only on one side of the glass. The flowers are thus enclosed in a sort of box. The spent flowers should be changed and fresh ones added as long as they continue to bloom.

“If one desires the scented oils, cotton cloths

can be saturated with pure olive oil and spread upon a frame containing wire gauze instead of glass. The flowers are laid thickly on this cloth and as soon as spent, fresh flowers are added. The cloths are then subjected to a great pressure to remove the perfumed oil.

“If you desire the essence of violet, take from six to eight pounds of the violet pomade, chop it fine and place it in one gallon of clear rectified spirit. Allow this to stand from three weeks to a month. Then strain off the essence, and to every pint, add three ounces of tincture of orris root, and three ounces of extract of cassia.

“The following is also a simple way to make perfume at home. A small preserve jar can be filled two-thirds full of olive oil. The desired flowers are put into this oil and allowed to stand from one to two days. The oil and flowers can then be poured into a thin bag, and all the oil squeezed from the spent flowers. Return the oil to the jar and add more flowers. This should be repeated until the oil is of the desired strength.

“Pale roses are those used for distilling, and for essence; jonquils, hyacinths, daffodils, lilies, and carnations, must be used freshly picked. Use only the very large *red* carnations. Lilac, heliotrope, violet, mignonette, and lilies of the valley furnish very choice perfumes.”

A young woman who has been studying for some months with a New York "beauty specialist" has furnished us with the three following recipes which can be made by any girl who will be careful about the right proportions and use a "goodly grain of common sense."

She writes: "I have been very careful about looking into all these formulas, and you may rest assured they are harmless, and you need not be afraid to try your hand at making them."

COMPLEXION BLEACH

"A good bleach for all minor discolorations and a fine lotion for oily skins at all seasons of the year.

Oil of sweet almonds, 4 ounces	Fresh cucumber juice, 10 ounces
Essence of cucumber, 3 ounces	White Castile soap (powdered),
Tinct. of benzoin, 40 drops	½ ounce

"The juice of cucumbers is obtained by boiling them with a very little water. Slice them very thin, skin and all, and let them cook slowly until soft and mushy. Rub through a sieve and then strain through a cloth. The essence is made by mixing one and a half ounces of this juice and one and a half ounces of high proof alcohol. Put the essence and the soap into a large jar or bottle (the larger the better, as the mixture will require

much shaking). After a few hours, when the soap is dissolved, add the cucumber juice, shake until thoroughly mixed, then pour into a stone jar, and add the oil and benzoin very slowly, stirring constantly until a creamy liquid is obtained. Put in small bottles and keep well corked in a dark place.

“Always shake well before using. It is important that the cucumber juice should be obtained with as little water as possible.”

LETTUCE CREAM

“Splendid for healing tanned and irritated skins; also fine for massage cream at all times.

Almond oil, 4 ounces
White wax, 1 ounce

Spermaceti, 1 ounce
Lettuce juice, 2 ounces

“The lettuce must be scalded with boiling water and allowed to stand a few minutes. Pour off the water and pound the lettuce to a paste in an earthen bowl or mortar, then strain through cheese cloth. Melt the first ingredients in a double boiler over a slow fire (do not let them come to a boil). Just melt them, then drop by drop add the lettuce juice, constantly beating the cream with a fork until all the juice is added and the cream perfectly smooth and cold.”

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SHAMPOO LIQUOR

(BY CAMPBELL MORFIT)

“This will remove dandruff and is very fine for shampooing.”

New England rum, 3 quarts	Bay rum, 1 quart
Water, 1 pint	Glycerine, 2 ounces
Tincture cantharides, $\frac{1}{2}$ ounce	Carbonate ammonia, $\frac{1}{2}$ ounce
Borax, 1 ounce	

FRAGRANT PASTILES FOR NECKLACES AND BRACELETS

(BY CAMPBELL MORFIT)

“These rose beads sell for \$4.00 to \$12.00 a string in California, according to the length and variety of designs.

“They can be made as follows:

Rose leaves, 2 ounces	Lampblack, $1\frac{1}{2}$ drachms
Isinglass, 1 ounce	Gum tragacanth, $\frac{1}{2}$ ounce

“Dissolve the gum and isinglass in boiling water. Thicken the solution by evaporation, and add to this the rose leaves and lampblack previously mixed together. When the paste is homogeneous, knead it well and divide into small beads, by means of a pill machine.

“I have used powdered orris in the making of these beads, as it makes them more fragrant.”

ANTI-ODORIN**(BY CAMPBELL MORFIT)**

Starch powder, 1 pound

Salicylic acid, 150 grains

“This mixture does excellent service when used to prevent an odor in stockings and shoes. I believe this would find ready sale in the stores. The stockings are to be dusted with the powder, and a teaspoonful sprinkled in the shoes once a week.”

ENGLISH COURT PLASTER**(BY CAMPBELL MORFIT)**

“Stretch upon a frame a piece of thin black silk, and with a camel’s-hair brush pass over it three or more coats of isinglass, dissolved in boiling water. To give the silk an agreeable odor, when applying the last coat, mix in a little compound tincture of benzoin, with the isinglass. The color can be varied by taking silk of any desired shade. Allow each coat to dry thoroughly between each application.”

THE SCIENCE OF MASSAGE

Massage is of great importance in preserving facial beauty, and while one can practise it on one’s self, it is never as efficacious as when done by another. Rest, which is really part of the treatment, is denied the woman who does her own massage.

Here is a large field for the girl who must earn her own livelihood, and it is not always necessary to open a parlor in a busy thoroughfare. If you live at home and in a good neighborhood, persuade your family to allow you the use of one room, even if it is an "extra room." If you have no permanent home, or happen to live in an undesirable neighborhood, rent two rooms in a nice house, preferably on the street floor. A neat card with "Facial Massage" may be set in the window, but if that is objected to, have circulars and cards printed, stating what you are prepared to do, and distribute these in the neighborhood.

The room ought to have hot and cold running water, and the only furniture necessary is a good Morris chair; this makes the best kind of an operating-chair. Two or three others of the plain but comfortable variety, a divan and a small table for magazines may be added. Dark mission or ivory painted woodwork, and a forest-green cartridge paper on the walls, with window curtains of cream scrim or madras form a restful environment, and the pictures should be few, but well-chosen. Parquet linoleum will make a good floor covering. One corner of the room must have brass pegs and a few coat-hangers, for the patrons' hats and wraps, and, beside the operating-chair, fix a projecting brass pole and curtain, so that

the sitter and operator may be entirely screened from the view of another person entering the room.

It is advisable to take a short course of instruction from a reliable teacher or school until the correct movements are learned; after that, practice is all that is necessary. Many of these schools supply pupils with creams and lotions at reasonable cost or with formulas for compounding them at home; in any case have them attractively put up in bottles with glass stoppers, opaque jars for white creams, and glass jars for pink; these things are potent factors in such a business.

A few dozen small towels of soft quality will be needed, and a contract may be made with some near-by laundry, to have them washed without the use of bleaching fluids, which are very injurious to the skin, unless the towels are thoroughly rinsed. A better way would be to have them done in the house if possible.

Cultivate a low, soft speaking voice, which poets have agreed is "an excellent thing in women." This fits in with the restful part of the treatment, but this does not mean a monotone, which is as irritating to a tired woman as the high-pitched, strident tones so often heard in our cities. A certain amount of pleasant conversation is necessary, but avoid the garrulity which is supposed to be stock-in-trade of the barber.

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Many teachers, many methods; but as an example the Swedish movements are supposed to be good, and are in very general use. A good pure cream for massaging and at the same time nourishing the skin is as follows:

Almond oil, 4 ounces
Spermaceti, 1 ounce

Rose water, 4 ounces
White wax, 1 ounce

It is best not to make too large a quantity at once, as all creams have a tendency to turn rancid if kept too long, and only the pure almond oil should be used.

To make this, use a double-boiler and put in all of the oils and fats first, stirring or beating gently with an egg-beater until they are thoroughly mingled; then add the rose-water, drop by drop, stirring steadily all the while.

When a course of instruction is out of the question, a book on the subject, with diagrams showing the facial muscles, will be of great assistance, and a few personal visits to a good masseuse will soon familiarize the student with the method of procedure.

With regard to charges, fifty cents is a perfectly fair charge, and it should be stated on the card that ladies will be visited in their homes. Business women realize, too, that in the struggle for existence, a youthful appearance counts for much,

but as they are seldom at liberty except in the evenings, the masseuse should be willing to devote two or three evenings a week to their interests. It might be a good plan to offer a reduction in price to those who wish to have a certain number of treatments.

MANICURING

“The girl of neat appearance and deft hands, who has no liking for stenography or clerical work, can earn more than ‘pin-money’ by taking up manicuring.

“The outfit needed is not expensive. This consists of scissors, file, buffer, orange sticks, powder, and paste; small towels, and a dainty white apron complete one’s outfit. These can be carried in a neat bag.

“I would advise any girl who is interested in this work to buy some good book on the cultivation of beauty; visit two or three of the best shops in town, to have your own nails manicured. Make careful note of every movement of the manicurist; then ask her if she will give you a few private lessons after hours. Practise on the hands of the members of your own family.

“Your personal appearance will go far toward securing you work. Wear a neat tailored suit

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and shirt-waist. One cannot be too particular about personal cleanliness.

“To succeed one must possess tact; be a good listener, but never discuss personal matters in any way.

“One young woman wrote that she had paid for a summer's outing for herself and an invalid mother, by opening a 'manicure parlor' on a shady, comfortable piazza of a private cottage, near a large hotel.

“Another young girl is doing house to house work, and is busy from ten in the morning until late in the evening.”

CHAPTER IV.

A LIVING FROM NEEDLEWORK

"IT is not an impossibility for a woman to earn a living by fancy needlework. On the contrary, I have learned by experience, that a good income may be had by selling one's work to women of sufficient means to enable them to purchase nice work at fair prices.

"I have persuaded each new customer to give me letters of introduction to her friends, the result being that in three months I had more orders for work than I could conveniently take care of without an assistant.

"Since I adopted needlework as a business, I have made it a rule to keep my eyes open for everything new in the fancy work world. I am able to earn \$20.00 a week from my needle and some weeks considerably more."

Other women can utilize their ability to sew and do various kinds of fancy work with equal

success, and suggestions to that end will be found in this chapter.

TAILORED SHIRT-WAISTS

"I have found a way to earn even more than pin-money by making plain tailored shirt-waists for my friends and neighbors at seventy-five cents each. I use pattern No. 2742 found in the *Pictorial Review*, which is an excellent model, and the directions which come with it are very explicit. Of course other patterns could be selected and several different styles made from them. I buy size 38, and then cut a little larger or smaller according to my customer. I think any girl could make these simple waists and there is always a demand for them. If you do not know many people it is a good plan to insert an advertisement in your local paper which might read something like this: 'Plain tailored shirt-waists made at seventy-five cents each.'

"I am so busy this year that I hope to take on a partner very soon."

E. B.

"I cannot sew well enough to make smart gowns, so I make plain shirt-waists, for fifty cents each; also plain house or work dresses and aprons. I buy my materials at wholesale, cutting out several garments at a time.

"I can make these rapidly on my machine,

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and sell them to the mill girls in my neighborhood."

ROMPERS FOR CHILDREN

A young woman living in a small city writes:

"I could not do general sewing for grown-ups, as I have neither the training nor the inclination. But I am supporting myself by making garments for children between the ages of two and twelve years. It is easy to make the serviceable little play suits and rompers out of galatea or linen. I am earning two dollars a day the year round. Children's dressmaking, to me, is the most interesting work."

A SUCCESSFUL DOLLS' DRESSMAKER

All through the ages we find that women have been mothers first, and women afterwards, and it is difficult to say at what age the maternal instinct first develops, whether the very small girl is imbued with that spirit, or is merely imitative.

In any case, the doll is an important factor in the list of Christmas toys, and just as we demand absolute realism in other things, the doll is no longer a simpering, waxen image, but a perfect representation of the age or nation it portrays.

Dolls have an educational value, too; the possession of one or more dolls, dressed in the cos-

tumes of other nations, unconsciously raises a train of thought in the child's mind regarding the children of these lands, and the history and geography follow as a natural sequence.

First in the affections of the American child comes the doll made in her own image, with blue eyes and blond curls, or dark hair and eyes; eyes that open and shut, and whose silky locks may be combed and tortured in divers ways, with clothes to take off and put on again, to be washed and ironed, all in a grown-up way.

The newest way to dress a doll of this sort, is with hobble skirt, and picture hat or turban, for the small girl's aspirations nearly always find their first expression in her doll's clothes. The fashionable shaping of these garments need present no difficulty, for every pattern house can supply the diminutive tissue examples, cut and graded with as much care as the big patterns. The undergarments may be purchased at the stores or made by hand.

The boy doll wears knickerbockers, a smart reefer coat and a sailor cap.

A pretty "country girl" doll wears a dress of pink and white checked gingham, a dainty little apron of white lawn, and a sunbonnet made of the same material.

The "nature" dolls, as they are called, whose

bald heads and toothless smile proclaim their extreme youth, need the close-fitting cap, the short dress and coat of a small baby, while long robes are suitable for some of them.

For an Irish doll, select a brunette type, with blue eyes, if obtainable, and dress her in a frock of green nun's-veiling, with a little apron of white lawn, and a snowy kerchief of the same material folded on her shoulders. A hood of red silk will add a gay touch to the outfit.

Gretchen from Holland wears a full-skirted dress of royal blue, with bands of black velvet, an apron of yellow silk and a kerchief and cap of stiff starched muslin, and she must positively have flaxen hair and blue eyes. Her little play-mate Hans, can be made from a similar doll, but he should have his hair cut in "Buster" fashion to make him realistic. He is attired in baggy trousers of drab-colored cloth, and wears a short, tight-fitting jacket of blue, with a round cap of black cloth.

The Scotch doll is a gay figure, who wears a closely plaited, short skirt of plaid, a white blouse and black velvet jacket with silver buttons, and a red woollen Tam-o'-Shanter cap, turned up on one side with a quill feather. A scarf of the plaid material fastens on the left shoulder, and buckled shoes complete her costume. Her masculine

prototype has short hair, his kilt is a little shorter than the lady's skirt, and his jacket is closed without a blouse.

The "Toreador" doll is especially attractive. His costume consists of tight, black velvet knee breeches and Eton jacket, which, however, is trimmed with gold galloon, with a strip of the same down the outer side of the trousers. A shirt of white lawn is worn, and around his waist is tied a sash of scarlet silk. His "Toreador" hat of velvet is trimmed with a gold cord and small black chenille pompon; white ruffles adorn his wrists, and he wears white stockings and black patent leather shoes.

The "Red Cross" doll wears a dress of navy blue mohair, white apron and cap, and a white band on her arm, embroidered with a red cross. For outdoor wear she has a blue bonnet, and gauze veil, and a loose cloak made of the dress material.

The "Puritan" doll wears a dress of soft, dove-gray nun's-veiling, with folded fichu and cap of fine white lawn.

In dressing dolls one must avoid giving offense to sects, professions, or people in distress.

MENDING AND REMODELING OF GARMENTS

A college girl suddenly brought face to face with the problem of paying her own way through

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her senior year, or giving up her college work, began to take stock of her accomplishments.

The one thing she felt she could do well was to mend, and she knew there was a demand for that kind of work.

The result was, a neatly printed card was tacked to her door bearing these words: "Mending of all kinds done here. Garments pressed and repaired."

Within a few days the work began to pour in. Before the year was over this girl found it necessary to hire two able assistants who were kept so busy that when she left college she found herself at the head of a flourishing little business.

EMBROIDERIES FOR THE BABY

"All of my pin-money has been earned by selling dainty embroidered articles for the baby. These include sheets of embroidered linen for the bassinet; pillow slips; towels of bird's-eye linen; double bibs of fine dotted piqué; lawn caps; fine nainsook slips; sponge bags of colored linen; flannel skirts and pinning blankets, also piqué carriage robes.

"Each and every article is daintily embroidered and sells for a good price."

RAG DOLLS AND BROWNIES

“Rag dolls and tumbling Brownies have brought me in the pennies. To make a Brownie, I take a man’s cuff, and sew the ends together, making a cylinder large enough to hold a large glass marble. A face is drawn with pen and ink on the upper half of the cuff. The lower half is covered with brown velvet. Long thin legs and arms are cut from cloth and sewed to this velvet. A brown cap covers the top of the cuff. When the Brownie is stood on a slanting surface, he will turn many somersaults until he reaches the floor. These funny little tumbling men sell for fifty cents to one dollar each, and they cost only about twenty cents to make.”

CHILDREN’S SUN HATS

“Children’s collar and cuff sets of linen, and the little sun hats find ready sale in my town. The sun hats are made of piqué or linen. The scalloped edges of the brim are buttonholed, with white or colored thread. The dots on the brim are worked with two shades of colored thread. The collar and cuff sets are made in the same manner.”

RIBBON NOVELTIES

“Through our Exchange, I have sold many ribbon novelties. I have made bunches of roses

from scraps of silk. In the heart of each rose is a tiny bag filled with cotton and rose powder. The wire stems are covered with green silk. From loops of blue baby ribbon dainty forget-me-nots are made, the leaves being of dark green ribbon."

BABY'S TOWELS

"My pin-money is earned by embroidering initials, monograms or the word 'Baby' on towels. The plain huckaback towels, with the scalloped ends, which cost twenty-five cents each, sell for seventy-five cents to one dollar embroidered."

LINGERIE FOR THE BRIDE

"My only accomplishment was an ability to sew and stitch well, and my strong point was making dainty lingerie. Therefore, when I felt the need of earning some pin-money, I subscribed to all the local papers, watched the society notes and all personal mentions. I made a note of each engagement announced, called on the bride-to-be, and solicited the making of at least some, if not all, of her underwear.

"I bought all my materials by the piece, and took with me a dainty book filled with my samples. I made this sample book at home and pasted all materials in it, — nainsook, longcloth, crossbar, dimity, etc., — laces, both German and French

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Val, beading, and even various kinds of wash ribbons. It made a very attractive showing.

“I also cut illustrations for patterns with their number from *Pictorial Review* books, and pasted these in another home-made booklet — this one of light-blue cambric with pinked edges. I soon secured one or two orders, and these girls would recommend me to their friends, and now I have built up a good trade, which brings me in a tidy income. Of course, I am now broadening out, and make albatross nightgowns for elderly people and Canton flannel nighties for the kiddies. The possibilities of the work are large, as the field is not yet overcrowded as are so many professions open to women.”

MRS. R.

INFANTS' LAYETTES

The making of infants' layettes is interesting work and a nice little sum may be realized in this manner. These sets of infants' garments vary in price greatly according to the demands of my customers. Some sets sell for \$2.50, others for \$100.00.

SLEEPING-ROBES

“Sleeping-robcs for infants are easily made and find ready sale. These are cut from all-wool blankets, in one piece. The edges are bound with

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silk tape, and are fastened with snap hooks or buttons. These robes are so fashioned, that when adjusted, baby is in a snug, warm, double-breasted garment, with sleeves buttoned down the side, and at the bottom, so that the hands are warm. These sleeping-robes sell for \$3.00 to \$6.00 each."

NURSES' OUTFITS

"My home is near the trained nurses' boarding-house, and I have made a specialty of nurses' outfits, — dresses, caps, aprons, and capes. I have two assistants and am busy from early until late. The dresses cost \$1.50, \$3.50, \$4.50 and \$5.00 each. They are all made on the same general plan, and are quickly done. The capes vary in price from \$12.00 to \$40.00 each, according to the material."

SHAKER CAPES

"In the town of Pittsfield, Mass., is a Shaker settlement. It was my great privilege to be associated with two of the dear Sisters for a time. One of them was nearly eighty, while the younger was over seventy years of age. These two old ladies earn a very large income by making the Shaker capes,' which sell for \$15.00, \$25.00, and \$35.00 each.

"They are made of all colors of broadcloth, with the shoulder cape and silk-lined hood.

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Some of these capes are lined throughout with silk and are much sought after as opera capes. These two old ladies have also made beautiful work-baskets, doll's capes, pin-cushions, dusters, spool-racks, etc., and once a year they hold a sale in the Hotel Martha Washington, which is a hotel for women only, in New York City.

“A goodly sum is cleared by these remarkable women, who have long passed their ‘three score years and ten.’”

PRACTICAL CRETONNE BAGS

“In our city there is a great demand for any cretonne novelty, and I have made good money in making nothing but cretonne bags — principally sewing-bags. One yard of twenty-five cent material will make two bags; two pairs of oval hoops for handles cost twenty cents, and six yards of ribbon at five cents a yard will cover my hoops and allow sufficient for rosettes. The two bags actually cost me seventy-five cents, and I sell them at sixty cents each. During the month of November I sold twenty-four of these practical sewing-bags. I watch all the sales in the upholstery departments of our stores, and often pick up remnants at much less than twenty-five cents a yard, and now I am buying my ribbon by the piece and

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get a wholesale rate of four cents a yard, thus increasing my profit.

“My pattern is a very simple one — I cut the yard of material in half, sew up on three sides, turn in the corners and round them on the machine. The tops I gather on the oval hoops, and cover the other half of the hoop with matching ribbons. In a few moments the work is done. I do my stitching in the day-time, sewing up four or five at a time, and at night in the parlor, while sitting with the family, I finish them off. I now have a nice fat roll of bills, all my own, and feel that I am only just starting in with a fine idea, as I expect to make all kinds of bags and other cretonne novelties.”

R. B.

FETCHING SUNBONNETS

“At some time in life it seems everybody wears a sunbonnet, and lately they have become very fashionable at the beaches. All the smart girls wear them at the bathing hour while they are lolling on the sand, and children love them dearly. A clever little lady in a small country town hit upon the idea of making bonnets for the local stores, for which she received fifty cents each. Soon she had orders from neighboring towns and then from even distant ones. Her trade has

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grown so that she now keeps several assistants, and buys all her material at wholesale. The possibilities of this work are very large, as many are the varieties in which sunbonnets can be turned out. All the magazines have fetching patterns, and with a little ingenuity a girl can turn out many novel ideas from one pattern."

Miss J. E.

CROCHETED ARTICLES

"Crocheted belts, washcloths, bibs, men's neckties, white crocheted bow ties, and crib covers, in baby blue and white mercerized cotton, have furnished me with all my spending money.

"A violet belt, made of mercerized cotton No. 3, done in single crochet stitch, is pretty and inexpensive.

"Horse lines of mercerized cotton will sell for fifty cents to one dollar each; bedroom slippers, in the gray and white mercerized cotton, will sell for \$1.50 a pair. Always use the No. 3 cotton, as it gives the best results."

LINEN BOOK COVERS

"Decorated linen and crash covers, for books and magazines, have furnished me with my pin-money. Oyster white crash, with a decoration in cross stitch in three shades of blue or pink, makes

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a very effective cover. A grayish white crash cover, with a stenciled border in old blue, is very beautiful. These covers sell for \$1.50 to \$3.00 each."

LAUNDRY BAGS

"I have found that laundry bags, sofa pillows and chafing dish centerpieces of white linen, with blue or white linen appliqué and embroidery, sell well. I have earned over \$50.00 by this particular line of needlework."

PATCHWORK QUILTS

Patchwork quilts will sell readily for \$5.00 to \$10.00 apiece. These quilts can be sold through the Exchanges for woman's work, on a ten per cent. basis, or by placing a sample quilt in your local store.

TURN-OVER COLLARS

"I was shopping in a dry-goods store one day when my attention was directed by the clerk to a bargain sale of remnants of fine embroideries and laces. Some of the embroideries were so fine and dainty that I saw at once that they would make beautiful collars. I bought some lengths for ninety-five cents and a yard of fine lawn for the bands; that amount made up into fifteen collars. I had intended them for my own use only,

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but a lady who saw one that I was wearing admired it so much that she asked me to make her some. Other friends also wanted them, and in a short time I found a profitable way of making pin-money.

"These collars sell well at twenty-five and fifty cents each and are far finer than any found at the stores at that price. It takes such a little time to make one that any woman with a machine and neat fingers can derive quite a little income from the work. Turn-over collars, of course, include the now popular 'Dutch' collar, and I make them in all sizes and materials, suitable for children and young girls. I sometimes sell a dozen in a week."

K. B. N.

BUTTONHOLES AT HOME

"It came about in this way. In our block a fashionable dressmaker lived, and one day while I was sewing she came in, and noticed the evenness of some buttonholes I was working. She told me how hard it was to get a girl to do this work, and in the end we made an agreement that I was to have all the buttonholes to do that she had to give out. I was to get two cents for small ones, three for larger ones, and so on. The buttonholes came to me cut, and thread was furnished. In my spare moments I picked up this work,

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during afternoons and evenings, and often took it with me when I went to see the neighbors. During her busy season, I had more than I could do, and averaged about three dollars a week. Girls in business who made their own shirt-waists brought them to me to work the buttonholes, and mothers who made baby and children's clothes themselves, brought them to me for the same purpose. It is a very good idea, well worth considering. Particularly should it appeal to women who have only time for 'pick-up' work."

A DAVENPORT WOMAN.

HEMSTITCHING

From \$3.00 to \$7.00 a week is the amount earned by hemstitching by hand. One lady writes us that she has made an arrangement with the owner of a large linen store, whereby he encloses her business card in each bundle sent out.

She can do hemstitching well, and the orders for this work come to her through this linen store, she paying a percentage on all orders received. This is an excellent way to advertise one's work, as there is no expense incurred, aside from the printing of the business cards.

MEN'S NECKTIES

"I recently thought of making neckties in my leisure hours. The first thing I did was to

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look over the ties belonging to my husband for a pattern. I picked out an old one and ripped it up. Judging from the large quantity in the drawer, and by the number of ties bought by my husband every year, I could readily see that there could be a little pin-money made in this way. I bought one yard of silk, which cost me seventy-five cents, and I found from this I could make two four-in-hand ties and one bow tie. As for the padding, outing flannel is used, and enough of this material can be purchased for ten cents to make eight ties. I find that neckties are very easily made and that I can make six in one day besides doing my regular house-work. These ties sell at our retail store at fifty cents each, but by making a comparison I find that my silk is of a much better quality. Since my friends and relatives have seen the style and quality of my work I have been kept busy, as each one sold seems to be an advertisement for me. I average about two dollars a week at this work."

HUCKABACK TIES

"Seventy-five dollars have been earned by making vests, neckties, and belts from huckaback. Belts and ties made of linen huck, darned in floss of delicate colors, make acceptable gifts. Mercerized floss may be purchased in all colors, and two

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or three shades of one color are often used on one article in effective combination."

AMATEUR MILLINERY

"I had been trimming hats at home for a few friends, who were very much pleased with my work and this gave me courage to go in on a larger scale. I trimmed up several new hats which I exhibited to my friends as they came in, and in that way always sold the new ones. This advertised my work greatly and I was always kept in plenty of pin-money.

"I went about it in this way: First of all my prices were always below the regular charge — say if one paid fifty cents for trimming, my price would be thirty-five cents. My prices being less than others, always brought me more customers, plenty of work, and pin-money."

O. F.

RAG DOLLS

"A friend of mine has built up a good business in making rag dolls, which sell for a good price. When visiting the State Fair she noticed that only one small rag doll was entered in the exhibits. The following year a prize was offered for the best rag doll, so she decided to make some. She sent in two, and received the second premium.

Inspired by this piece of good luck, she went home and made up twenty-five rag dolls and a set of clothes for each one. Six of these she gave away as Christmas presents and sold the remainder for \$27. After the holidays she made up several more and sent them to friends in various parts of the country, asking if they could secure orders for rag dolls. In this way her little business has grown so that now she is never able to catch up with her orders, and is especially rushed during the holiday season. The cost is very small, for all of her friends save rags and give her for the stuffing, and they also donate left-overs to make up many of the little garments.

“In connection with the rag doll, she has bought up a number of the cloth animals of the *Pictorial Review*, stuffed them and sold them at a great profit. Many busy mothers gladly pay her the difference for the finished animal to delight the youngsters.”

R. G.

PIN - BALLS

“I saw your request for tested ways in which women had earned money and thought I would send you my way. My mother, grandmother and I made up ever so many pin-balls. We took scraps of silk or velvet and cut circles from these the size of a half-pound baking-powder box cover.

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We covered circles of thin cardboard with these, putting two pieces together and sewing the edges over and over. The completed circles we filled with pins and fastened on a piece of baby ribbon to hang them up by. These sold readily for ten and fifteen cents apiece, depending on the kinds of pins used, some being filled with plain pins and others with fancy colors. We spoke of our work in Everett, Mass., and people there adopted this plan for a 'Pin-ball Day' instead of the older 'Tag Day' in order to obtain money for an old folks' home."

PIN CUSHIONS

"Every one needs a pin cushion of some kind, and I have found the making of them to be very profitable work. There is no end to the variety of styles. I have had the best success with those which I fill with lamb's wool, which can be bought at any mattress store at small cost. It takes very little material to cover a pin cushion, and in my journey through the stores I buy up all the small remnants of bright novelty silk and wool that I come across. The ones I make to simulate tomatoes and pumpkins are good sellers. They are all very easy to make. Cut the material the shape you wish to make, whether oblong, round, or heart-shaped, and stuff pretty tight with lamb's

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wool. A cluster of four or five little red silk hearts dangling from narrow red silk ribbon at different lengths is a great favorite for a Christmas or Saint Valentine's Day gift. Some people prefer the flowered silk and others the plain.

"The cushions can be disposed of at private sales, to dry goods merchants, fancy-work stores, women's exchanges, and to private individuals. A bright, deft-fingered, energetic girl will find a ready sale for them all the year round." L. G.

Seventy-five dollars a year can be easily earned by making little pin cushions for the sewing basket and traveler's bags. One style of cushion which sells readily is made in the shape of an inch and a half cube. Secure as many odds and ends of bright silk as possible, and piece together four squares for the top, and four for each side, using a single square for the bottom. Line each side with stiff paper. Fill the cushion with even squares of felt or soft material of any kind. This dainty cushion sells for \$1.25 in Boston. They were made by an invalid, and the demand always exceeded the supply. The materials cost nothing. Any one will gladly supply odds and ends of silk from their scrap bag. Samples of silks sent out by the dry goods stores can all be used nicely in this manner.

PIN-MONEY PILLOWS

Miss —, in Maine, writes: "I am earning my pin-money by making pillows, some of which I sell to large concerns, and the balance to summer tourists. The covers are made during the winter and are filled with pine needles, balsam silk, milk-weed, chicken, or live geese feathers.

"These sell for prices ranging from fifty cents to three dollars each."

ROSE PILLOWS

"Why not gather rose leaves and make your 'pin-money?' Nearly every State in the Union has the wild rose growing in abundance. The leaves, when properly cured, make beautiful sofa pillows, retaining their color and fragrance for years. Any girl who can sew and has patience can gather and cure the leaves and make the pillows. These dainty and artistic pillows will sell readily.

"Take a spare room where there will be plenty of air and sun. (Do not dry in sun, as it fades the leaves.) Spread the leaves thinly on papers, and sprinkle with table salt. (The salt will at first make the leaves damp.) This helps to toughen them and also aids in retaining the color. Some also use a little spice, but this is not necessary and tends to darken the leaves. Stir once or twice

a day, so the bottom leaves will not mold. When thoroughly dry, pack the leaves in a clean sack, until you are ready to make the pillows, leaving the salt on the papers. There are endless varieties of sheer and dainty material which will make up beautifully, from the inexpensive lawns or India linon to the fine batistes or dimities. Of course, one will have to judge for herself what price her trade will pay. The pillows may be finished with a ruffle of the material, edged with narrow lace; or a ruffle of two, or three rows of beading, strung with delicate pink ribbon, edged with lace."

H. A. H.

REPAIRING ORIENTAL RUGS

Almost any woman can repair "Oriental rugs." Through the carelessness of servants, a good many rugs have holes beaten in the body; this is due to the fact that every knot is tied individually, and when one knot is loosened and the thread drops out, the next knot moves along and in time loosens also, and drops out. After this has been repeated a few times, a hole is started and if it is not taken at once and repaired it becomes a serious matter. First take a board four feet long, by a foot wide, and fasten it firmly to a box, to act as a bench. Take the rug with the nap running toward you starting from the top,

pull down, and firmly tack at the bottom. Repeat this at the sides.

Then splice in the warp and copy the knot, of which there are two kinds, the Yhordes and Senna. Any woman can copy these knots and it only takes very little practice to become an expert. You can secure yarns from any Armenian rug dealer in the Oriental colors, but if these are not available, you can use Diamond Dyes and get any color you may wish. Use very coarse yarns. The design is so simple and crude in most rugs, that they are easily copied. As each knot is tied, push it tightly against the next knot, and when all is finished, shear closely. The prices charged for repairing rugs are from \$2.00 per inch up.

FORGET-ME-NOT CHAINS

Two dollars a week up, making forget-me-not and daisy chains. These cost about ten cents and are easily made. They sell for twenty-five cents to one dollar. Below are given the rules for two pretty chains. These are for beginners. Use a milliner's needle, and linen thread No. 70, or luster twist 000; the clasps will cost from two cents to five cents each.

Forget-me-not chain: String five blue beads and one yellow, then pass the needle down through the first blue bead. Put on three blue beads, then

pass the needle through all the beads of the forget-me-not. Take up two blue beads, to start a new flower, pass the needle up through the last two beads of the first forget-me-not, and then down again through the two beads of the new flower. Take up three blue and one yellow, and put the needle down through the first bead of the new forget-me-not. Take up three blue, and pass the needle through all the beads of the flower, and then once more through the upper side bead. Take up two blue beads to start a new forget-me-not, and continue as for the second flower.

DAISY CHAINS

Put on four white beads and one yellow, then pass the needle down through the first white bead, put on four white beads and pass the needle up through all the beads of the daisy. Put on two green, then one white, and pass the needle back through the green, next to the white bead. Put on one green bead and pass the needle down through the nearest white bead of the daisy. Take up one green, and pass the needle up through the last green. Put on one white and pass the needle up through the white of the new daisy. Take up two white and one yellow and pass the needle down through the first white bead of the new flower. Put on one green and pass the needle

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down through the lowest green bead. Take up one green and pass the needle up through the green bead above. Put on one white, pass the needle up through the yellow. Put on three white and pass the needle down through all the beads of the daisy.

Take up one green, and pass the needle through the last green bead in the first row. Take up one white and pass the needle through the last green bead in the second row. Take up one green and pass the needle through the upper bead on the side of the old daisy. Put on one green, and pass the needle down through the green below.

Put on a white and pass the needle down through the white below. Put on two white and one yellow. Pass the needle up through the first white of the new daisy and continue as for the second flower.

RAFFIA WORK

"My raffia hats, bags, and mats sell well in our local Exchange. Wire coat-hangers covered with raffia, and trimmed with small sachet bags, sell for \$1.25 each. These cost from forty cents to sixty cents to make, according to the amount of ribbon used."

KNITTED GLOVES

"Knitted gloves for women, made of Saxony yarn, motor gloves for men, long knitted mittens

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of silk and wool, and silk gloves and mittens for women, are the source of my income. These are made in odd moments and bring good prices at the exchange."

CHAPTER V

RAISING FLOWERS, FRUITS, AND VEGETABLES

BOLTON HALL, in his book entitled *A Little Land and a Living*, has given interesting and valuable facts as to just what one can accomplish with an acre of ground, when systematically farmed. Mr. Hall says: "One man's work supplied over one hundred and fifty persons at the Stony Wold Consumptive Sanitarium, at Lake Kushaqua in the Adirondacks, with all the garden truck they could use from May to November, and fed a lot to the chickens and cattle, off one and three-quarters acres. Besides that, they got forty-five bushels of potatoes, and a large quantity of root crops, to lay away for the winter."

Mr. E. A. Sutherland, of the Nashville Agricultural and Normal Institute of Madison, Tennessee, writes: "I leased an eighth of an acre in Battle Creek, Michigan, and put it into ordinary garden vegetables. This little plot of land

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produced me green vegetables that would have cost me \$80.00 (or \$640.00 an acre) in the market. I kept a strict account, because I was desirous of knowing just what could be done. I was president of the Battle Creek College at the time, and was carrying heavy work, so could put but little time each day into the garden."

In the *Horticulturist's Rule Book*, Professor L. H. Bailey gives the following table of average yields per acre in vegetables and fruits:

Beans (green or string),	200 to 300 bushels
Beans (lima),	75 to 100 bushels
Beets,	400 to 700 bushels
Carrots,	300 to 700 bushels
Cranberries,	100 to 300 bushels
Cucumbers,	150,000 fruits
Currants,	100 bushels
Kohl-rabi,	500 to 1000 bushels
Onions (from seed),	300 to 800 bushels
Parsnips,	500 to 800 bushels
Peas (in pod),	100 to 150 bushels
Potatoes,	100 to 300 bushels
Salsify,	200 to 300 bushels
Spinach,	200 barrels
Tomatoes,	8 to 16 tons
Turnips,	600 to 1000 bushels
Apples (trees from 25 to 30 years old), alternate years,	25 to 30 bushels
Peaches (in full bearing),	5 to 40 bushels
Plums,	5 to 8 bushels
Pears (20 to 25 years old),	25 to 45 bushels
Blackberries,	1600 to 3200 quarts
Raspberries,	1600 to 3200 quarts
Strawberries,	2400 to 9600 quarts

The actual averages per acre, shown in *Census Bulletin* No. 237, are as follows:

Beets, 300 to 400 bushels

Cabbages, 8000 heads

Carrots, 200 to 300 bushels

Horseradish, 2 to 5 tons (it sells for ten to fifty dollars a ton)

Onions, 300 to 400 bushels (but this can be doubled)

Potatoes, 75 to 300 bushels

Rhubarb, 36,000 bunches

Salsify, 200 to 300 bushels

The French Globe artichoke brings high prices in the American market. From 600 to 1000 bushels of the Jerusalem artichokes may be grown on an acre of land. Asparagus is a most profitable crop, and should produce from 1800 to 2000 bunches a year, after the fifth year.

In Kalamazoo, Michigan, the Holland families work in the fields, — men, women, and children. Celery culture is one of the main industries here. One man can take care of from two to three acres, from which he sells from 40,000 to 60,000 plants.

In Florida, celery growing is carried on extensively, an acre being known to produce \$1500.00 worth of celery in a season.

In order to succeed as a farmer, specialize on some one thing. Plant your acre in one vege-

table only, then cultivate the land intensively. If you own no land, rent from two to five acres, near a city, and near markets. Be sure to buy a wheel hoe, a walking plow, a disk or cutaway harrow, a cultivator. A combination set of these necessary tools may be purchased from any large seed house, where the small farm implements are carried.

A wheelbarrow, rake, hoe, grubbing hoe, spade, fork, bulb-sprayer, watering-can, and trowel are also needed. A dibble may be made from a sharpened broomstick.

That book of Mr. Hall's, entitled *A Little Land and a Living*, is indispensable.

If the men and women who are living the hand-to-mouth existence in a large city would club together, and every week lay aside a few cents, at the end of a year a party of ten to twenty could rent a farm and together produce results which could never be realized by an individual. This co-operative farming in Europe and America is always productive of great results. Valuable tracts of land may be purchased or rented near all the large cities, and communities established. Co-operation is the great secret of success, the world over.

Ways of making the small vegetable garden a financial success, are briefly outlined.

GLOBE ARTICHOKE

Vigorous in growth, and not subject to diseases. Plant in rows three feet apart, and two feet apart in the row. Soil should be deep, rich and moist. In the fall the plants should be cut down and mulched over winter. In the spring, uncover, and pour liquid manure about each plant. After the shoots start, cut away all but three or four, thus avoid crowding of the shoots. Those cut away will make new plants, if a piece of the root has been taken with each shoot. The plants should not be kept after the fourth year.

ASPARAGUS

An asparagus bed will last for many years, but a bed requires intelligent care for the first year or two. The plants should be set about two by three feet apart, as the roots will fill the entire space in a few years. The plants should not be cut until three years old. As a rule, two shoots are cut from a mature plant daily. The soil should be light and sandy, with plenty of well-rotted manure worked into it. Do not allow the soil to become baked, and weed the bed thoroughly. Do not cut the stalks entirely away before the fourth year. From that time on, no stalk should be allowed to grow until the first of July, when cutting should cease.

BEANS

Beans should not be planted in freshly manured ground. The soil should be deep and moist, but not too rich in nitrogen. Cultivate regularly, and water during a drought. Pinch off the ends of the plants, if they are running to foliage rather than flowers. From \$250 to \$300 may be realized from an acre of beans, very easily.

BEETS

Beets require a rich, light soil. Plant the seeds in drills a foot apart, at a depth of an inch to two inches. Beets should be thinned at least twice, the young plants being used as greens.

BRUSSELS SPROUTS

Brussels sprouts are very hardy. They mature in September or October, and the frost improves rather than injures them. The soil for sprouts should be rich and loamy. Plant two by three feet apart. Do not allow the earth about the plants to bake. Cultivate well, and conserve the moisture. Use liquid manure freely.

CABBAGES

This vegetable is very hardy and does not suffer from slight frost. The soil must be deep, very rich, and well drained. Transplant from boxes about the middle of April.

Plant two feet or more apart each way. Plant the early variety from the middle of June to the last of July, as these should be fully grown by October. When the worms appear, spray with one part Paris green to five gallons of water.

CARROTS

Carrots should be grown in a rich, light soil, not freshly manured. Do not allow the soil to become baked over the seeds.

CAULIFLOWERS

Cauliflowers belong to the cabbage family, and require exceedingly rich, moist, well-drained soil. There should be a regular supply of moisture. After the heads are formed, tie the leaves together to protect them from sun and rain. Watch carefully for the cabbage worm, which is sure to ruin the heads unless promptly removed from the plant.

Buy the very best seed possible. Bait the cauliflowers against cutworms, by spraying clover with Paris green and placing little piles in the soil about the plant.

Plant eighteen inches apart in rows, two feet apart. Cauliflower should be started under glass early in March and transplanted in five or six weeks.

CELERY

Celery requires rich, moist soil, and should be transplanted twice. Ten or twelve tons of manure to an acre should be used or six hundred pounds of commercial fertilizer. For celery culture see *Farmer's Bulletin*, No. 162.

SWISS CHARD

Swiss chard is easy to cultivate, as it is a rapid grower and very productive. The leaves are broad and thick, and are served like spinach. After cutting the leaves for table greens, a second crop will grow from the same roots.

CORN

Corn should be planted after all the frost is out of the ground. The soil should be warm and rich. There should be only two or three plants in a hill. There are so many corn pests that late fall plowing and dressing with kainit are urged, to overcome the cutworm, cornstalk borer, wire worm, etc.

CUCUMBERS

Cucumbers should be started under glass in pots. They require light, rich soil, and well-rotted manure should be spaded into each hill. When the plants come through the earth, spray with Bordeaux Mixture. Air-slaked lime, applied

to both sides of the leaves when wet, will rid the plants of the cucumber beetle.

EGGPLANT

These are grown in hills, after being started in pots under glass. The soil should be a light, well-drained, sandy loam. Compost and a handful of commercial fertilizer should be spaded into each hill. The fruit is edible from the time it is a third to a half grown.

HORSERADISH

Horseradish is very hardy and the roots multiply rapidly. The soil should be fairly rich and moist. The roots are dug in the fall or spring.

KOHL - RABI

Kohl-rabi is a variety of the cabbage family. The soil should be the same as for cabbages. This is an easily grown vegetable and is very much like the white turnip in size and taste.

LETTUCE

Lettuce should be grown in rich, light, warm soil. Some varieties head up more readily than others; during the summer lettuce runs quickly to seed. There is no better soil for it than that which is enriched with barnyard manure. By forcing methods, it may be grown through the winter under glass.

MUSKMELONS

Muskmelons are grown in a similar way to cucumbers. They are planted in hills; the soil should be rich and light, and well drained. When the vines are about two feet long, pinch off the ends to induce branching.

ONIONS

Onion seeds should be planted very early in the spring, in rows. The soil should be thoroughly plowed in the fall, and should be moist, rich, and well-drained. Onions must be carefully thinned by hand and the soil kept well broken up about the plants to conserve the moisture. As the onions ripen, the tops begin to die.

PARSLEY

This may be grown all winter in the house in boxes. When planted out-of-doors, sow thinly in good deep garden soil. Fertilize occasionally with liquid manure. The leaves are cut as wanted, and they will grow quickly again after being cut.

PARSNIPS

Parsnips require a cool, rich, moist soil. Do not allow the soil to bake over the seeds. Plant in rows a foot and a half apart. Sow the seeds thickly, thinning when the seeds are well up.

Parsnips can be kept all winter in a sand pit in the cellar.

PEAS

Peas do not require a rich soil. They should be planted in two rows close together. Late peas should be planted deep, about six inches.

POTATOES

Potatoes require a deep, rich, sandy loam soil, free from scab. Plants must be constantly cultivated until wellgrown. If one can afford to plant moderate-sized whole potatoes, rather than pieces, the crop will be larger and better. Plant in rows about a foot and a half apart, four inches deep. The constant cultivation will preserve the needed moisture and keep the weeds away. When the plants are six inches high, spray with Paris green or Bordeaux Mixture.

RADISHES

Radishes are hardy, quick-growing vegetables. The soil must be light and warm. The seeds can be sown in drills or broadcast, about half an inch deep, very early in the spring, and from then on through the summer and fall.

RHUBARB

Rhubarb can be grown well in a cool, dark cellar, and when forced out of season brings a

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high price in the market. If rhubarb roots are well frozen and then placed in a dark, cool cellar, and covered with a few inches of earth, and watered slightly until the shoots appear, the results are most satisfactory. Half-barrels may be placed over the stalks, and in their effort to reach the light, the stalks grow long, and bring a good price.

SPINACH

Spinach should be planted in the early spring or early fall. It is also grown well in cold-frames. It should mature in about six weeks. The soil should be rich and light and moist.

SQUASHES

The soil for squashes should be quick and warm, and not too dry. After the vines have flowered, pinch them back that the strength may go to the fruit rather than to the leaves. Squashes planted in hills, should be about four feet apart each way.

SWEET POTATOES

Sweet potatoes require a light, loose, rich soil. Stable manure should be well worked into the soil.

TOMATOES

Tomatoes should be planted in soil which has been heavily manured the previous year. It must

be rich and not too dry. The plants should be transplanted two or three times from pots rather than flats. They require constant cultivation and frequent applications of liquid manure. Tomatoes vary greatly in color and size, and are not subject to many pests. When rot or blight appear, use Bordeaux Mixture.

PRIZE-TAKER VEGETABLES

(By PETER HENDERSON)

“There is much pleasure and considerable pin-money to be earned by raising ‘prize-taker vegetables.’ Every woman who takes pleasure in growing extra fine specimens, for exhibition purposes or for a fine trade, will find some of the following hints of great value.

“For exhibition purposes, the soil should be more carefully prepared than usual, dug deeper, ‘trenched’ if possible, with an abundance of well-rotted manure so thoroughly incorporated with the soil that there will be no lumps. If such preparation can be accomplished the preceding fall, the soil will be richer and in a more mellow, friable condition than is possible with spring preparation. Deep, rich, mellow, under-drained soil, is a prime factor in producing best vegetables. Another essential is frequent cultivation, not

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only to keep the weeds down, but to form a surface mulch, to conserve the soil's moisture.

"Grow the plants further apart than in ordinary garden culture, and do not permit growth to be checked from lack of water during dry spells. Keep the plants well nourished with occasional applications of liquid manure, or sprinkle about each plant and rake in, a tablespoonful of high-grade fertilizer about once a week.

"**ASPARAGUS.** The largest well-blanché asparagus is produced by placing small drain tiles or similar tubes over the strongest appearing stalks and filling in with soil. When ready to cut, lift the tiles and the soil will fall away.

"**BEANS.** Stimulate growth before bloom by sprinkling about each plant a tablespoonful of nitrate of soda, and rake in. When plants are fairly in bloom, apply occasionally in same way and same quantity some commercial fertilizer high in potash, or water with liquid manure. When pods begin to swell, pinch off the top of the branches and remove all but three of four pods to a stalk.

"**CABBAGE AND CAULIFLOWER.** Sprinkle around each plant and rake in once a week, a tablespoonful of commercial fertilizer or water with liquid manure.

"**CORN.** Each plant to stand three feet apart

in a row. Allow only one ear to a plant. Feed with liquid manure once a week or rake in a tablespoonful of fertilizer about each plant.

“**EGGPLANT.** Allow only two fruits to a plant and feed with liquid manure or fertilizer as previously advised.

“**ONION.** Sow the seed thinly and transplant the seedlings four to six inches apart in extra rich soil and cultivate frequently.

“**PEPPER.** Thin out the branches to admit sun and air; allow but few fruits to a plant.

“**TOMATO.** Prune plants of superfluous growth and allow but two or three fruits to set on a branch.

“**ROOT CROPS.** Beet, Carrot, Parsnip, Turnip, Ruta-baga. If stony or pebbly, the soil should be dug out and sifted as deep as the roots are supposed to grow, so they will come out smooth and free from surface indentations. The holes should be two or three feet deep and three inches or more in diameter for long-rooted beets, carrots, parsnips, etc., and are best made with a post-hole auger or digger, though a crowbar or spade may be utilized.

“ Fill in with sifted soil mixed with pulverized, rotted manure. Sow five or six seeds in each and leave but one strong seedling in each hole.

“**VINES.** Cucumbers, Melons, Pumpkins,

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Squash. Make the hills further apart than advised for ordinary culture. Incorporate plenty of well-rotted manure with the soil. Leave but one or two of the strongest seedlings in a hill. When vines are of a sufficient size, pinch off ends of leaders and keep all superfluous growth removed. Pull a little soil over each joint of runners, feeding fruit, so that they may take root. After the fruit has set, pull off all but one or two of the strongest to each lateral. Feed with liquid manure, or fertilize as previously advised."

SUCCESS WITH BERRIES, GRAPES, CURRANTS, ETC.

(BY PETER HENDERSON)

"STRAWBERRIES. Ordinary 'ground layers,' carried over winter in cold frames, are procurable in spring, and the earlier they are set out the better. Pot-grown plants may be purchased during the late summer or autumn.

"If set out not later than September, they will bear a good crop the succeeding season.

"The plants are set fifteen inches apart, in rows two feet apart; 100 plants will plant four rows, thirty feet long. An acre requires 14,500 plants, if set at the above distance, but for horse culti-

vation, they should be set two feet apart, in rows three feet apart, thus requiring 7,260 plants to an acre.

“ Firm the plants well in the soil, keep thoroughly cultivated and cut off all runners. In the middle of December cover the beds to a depth of three inches, with salt meadow hay, straw, or leaves. In April, as soon as the plants show an indication of growth, push the covering away from the plants to allow them to come up through. This ‘ mulching ’ protects the plants from the cold in winter and the heat in summer, keeps the fruit clean, and prevents the growth of weeds.

“ The blossoms of strawberries are either staminate (perfect flowering) or are destitute of stamens, and are termed ‘ pistillate ’ (imperfect flowering). Pistillate varieties must have a row of some perfect flowered sort flowering at the same time, planted every nine to twelve feet apart, among them, or, better yet, every third or fourth plant in the row, to pollenize their blossoms. When properly pollenized, the pistillate varieties, are usually the most prolific.

“ **HARDY GRAPES** may be planted any time while they are dormant, and the ground is free from frost, which is generally from the first of October until the middle of November, and from the first of April to May. The soil best suited for the

growing of the hardy grapes is what is known as a light, rich loam. If the drainage is not perfect naturally, it must be supplied by draining artificially.

“In preparing the ground for grapevines, a hole should be dug at least two feet deep and wide, and the bottom filled in with rubble, so as to secure drainage. The soil should be well enriched with manure, and in planting, the roots should be spread in a lateral direction, and at least four inches under the surface. After planting, the ground must be thoroughly firmed with the feet around the plant and a good watering given. For family use, the best method of training and pruning is what is known as the ‘spur’ system. On receiving the vines from the nursery, they may consist of one or more shoots, but on planting them, they should be cut back, to three or four eyes, or buds, and when they start to grow, all the buds should be rubbed off, except one, selecting the strongest, and, as far as possible, the one nearest the ground.

“When the vine starts the following year, rub off all eyes or buds, excepting two of the strongest and nearest to the ground. These will form two canes, and should reach a height of ten or twelve feet. In the fall, when the leaves drop, these should be cut back to about four feet, and

laid down on the ground. When cold weather sets in, cover them with four or five inches of leaves or litter. In the spring, before the buds swell, the canes should be trained horizontally, one to the right and the other to the left. As the vines should be planted eight feet apart, this will make the arms of the proper length, and upright growths will spring from the canes thus laid down.

“Not more than eight should be allowed to grow, and they should be selected so as to be about a foot apart. The height of these upright growths may be regulated, according to the height of the arbor, fence or building, where they are planted; anywhere from three to fifteen feet will answer. Vines thus treated may be allowed to produce a few bunches the third year, and by the sixth year may be fruited to the height of ten or twelve feet, if the vines are trained that high. If they are grown lower, they ought to mature every bunch set.

“As the fruit is always borne on the lateral branches, not more than two bunches should be allowed to remain on each branch, and unless the vine is very strong, not more than one bunch should be allowed. Summer pruning is of the highest importance. When the main shoots are growing beyond bounds, they should be pinched back, as this conserves the strength of the vine

and also develops laterals. These laterals should be pinched in turn, when they become crowded, and in many cases had better be cut back to the second eye. It is also a good practice after the fruit is set, and while it is the size of a small pea, to cut off all the vine beyond the bunch. Again, if at any time during the season, there appears to be a superabundance of foliage, it is a good practice to pinch some of it off, so as to allow free access of light and air to the bunches. The regular pruning may be done at any time from November to March, and while it is almost impossible to tell exactly how each particular vine should be pruned, yet it is safe to say, that if all the very light wood is cut away, and the side shoots, to the thickness of a lead pencil or over, are cut back to the eye above where it started from in the spring, the work will be well done.

“CURRANTS do well in any good garden soil, but it is important that they be in an exposed situation, where they have the full benefit of sunlight and air. The red or white currants should be planted three feet apart each way. One of the most important points in the cultivation of currants is pruning. In the fall, as soon as the leaves have fallen, at least one third of the young growth of the previous summer, should be cut away, and all the old shoots in the center of the bush

should be cut out, the object being to allow free access of light and air into the center of the bush. If desired, currants can be trained against a stone wall or fence, and if trained in that way may be allowed to reach a height of eight or ten feet, taking the same care to prevent overcrowding of the branches. When grown in this way, the fruit is larger than when grown in bush form.

“Currants should be sprayed twice, first when the worms appear, and again when the fruit is half grown. For the worms, use one part Paris green to five gallons of water.

“For the second spraying, use Bordeaux Mixture; use five pounds of copper sulphate, five pounds of unslacked quicklime and fifty gallons of water. Slake the lime with water to a thin paste and strain this. Place lime paste and copper sulphate in a jug, and mix thoroughly by shaking; then add this to the full quantity of water.

“RASPBERRIES are partial to a light, rich soil, well-drained, and will do well where there is a little shade. They should be planted in rows four feet apart, and two feet between the plants in the row. Either fall or spring will do for planting, but if planted in the fall, a covering should be put on the first winter. The canes of the raspberry are biennial — that is, the cane or shoot that

is formed one season bears fruit the next season, and dies off after fruiting; for this reason all the canes that have fruited, should be cut away close to the ground when the crop is gathered, and new shoots allowed to develop. Not more than five or six should be allowed to each plant. When the shoots reach a height of four feet, the tips should be taken out with the thumb and finger, thus stopping the upward growth, and the result will be the development of side branches, which in turn should be stopped like the main shoot, when they have reached about a foot and a half in length.

“Treated in this way, the plants will become stocky, and self-supporting, and will produce a larger and finer crop of fruit than if allowed to grow in a scrambling manner.

“In every exposed situation in northern latitudes, the canes are not always of iron-clad hardness, and therefore some winter protection is necessary. In any case a covering of four or five inches of leaves or dry litter should be spread over the roots, to do away with any possibility of injury by frost. In localities where it is essential to cover the canes, it is better to bend them down and cover with pine branches or with a few inches of earth thrown over them.

“**BLACKBERRIES.** The cultivation of the black-

berry is nearly similar to that of the raspberry, except that it should be planted about one-third farther apart, and being hardier, there is no need of winter covering.

“DEWBERRY. This is of a trailing habit, and will do very well at the foot of old walls or in any out-of-the-way place. It responds readily, however, to good culture.

“It should be planted in rows six feet apart, with the plants three feet apart in the rows, and should be treated the same as strawberries. Do not let the ground get completely covered with the vines, but keep them trained along the row, allowing a free space along each row for cultivation, and for a pathway to pick the fruit.”

BLACK-CAPS

“Black raspberries have furnished me with all my pin-money for Christmas. Our farm is within driving distance of the city. The berries are packed in cases holding twenty-four pint boxes each. I have earned over \$40 by the sale of these black-caps.”

CHECKERBERRIES

“Checkerberries grow plentifully in our woods. I have earned a little pin-money by picking these

berries and selling them to the fruit dealers and grocery stores in our town."

GRAPES

"In our yard are three grapevines. I had learned through the United States Department of Agriculture that the quality and quantity of grapes could be greatly improved by enclosing each bunch of grapes in a common paper bag at the time when the blossoms are fully matured, but just before the grapes begin to form. The bunches were selected, and enclosed in common yellow paper bags, size five. The bunch is slipped into the bag, which in turn is tied tightly around the stem. Make a small slit in the lower corner of the bag to let out the water.

"The result was that I sold the large, perfectly developed bunches for fancy prices to the fine trade."

In Fredonia, N. Y., a large colony of Italians hold title to more than 1700 acres of land, which are devoted entirely to grape growing. The fresh grapes sell for about \$25 a ton.

The wine from a ton of grapes sells for about \$35. In shipping grapes to market, they should be solidly packed in ten-pound baskets, with wooden covers, held in place by wires at either end. If one can devote only half an acre to

grapes, and sell direct to the trade, a good income is assured, as half an acre should produce over a ton of grapes yearly.

APPLE GROWING

In Delaware a wealthy woman has taken up apple growing on a large scale. Her apples are taking many prizes at the county fairs, and her income is increasing every year.

In Topeka, Kansas, Judge Fred Wellhouse owns over sixteen hundred acres of apple orchard. More than five hundred thousand bushels of apples were sold from his trees, of his own planting, for a sum exceeding \$205,000.

These figures tell a story of wonderful achievement. Judge Wellhouse has kept a complete record of all expenditures and receipts during the years he has been engaged in commercial orcharding. His record crop was in 1890, when eighty thousand bushels of apples were picked, which sold for more than \$50,000. This was, in all probability, the most valuable crop of apples ever grown by any one man in the Middle West.

In picking, the men averaged forty bushels each per day. For harvesting the crops of 1890 and 1891 \$31,250 was paid to pickers and packers. For hauling from the fields to the packing house \$6,425 was paid. The cost of

hauling to the railroad and loading on cars was \$11,565; the barrels cost \$17,000 and about \$1,500 was spent for miscellaneous items, such as boxes, extra hoops, etc. The total outlay for gathering the crops and placing them on the market, was \$67,080; the gross sales amounted to \$205,903. This leaves the net return from apples alone of \$138,063. But this amount did not represent all the profit, as corn was grown between the tree rows. The corn was grown by tenants, and the landlord received one-third of it for rent. Of the 161,000 bushels of corn grown, he received 53,600 bushels, which sold at an average of thirty cents per bushel, netting about \$14,750, and paying all expenses of planting and growing the orchard to the time of their bearing.

This is a truthful record of what one man has accomplished in Kansas. Many women are successfully raising apples, pears, oranges, lemons, plums, pecans, pineapples, quinces, apricots, and cherries. If this fruit-growing appeals to you, write to the United States Department of Agriculture at Washington, D. C., and ask for their free literature on any one subject.

TOMATO CLUBS

In Aiken County, South Carolina, Miss Marie Cromer, who was formerly a teacher in a Southern

school, is now a salaried officer of the Department of Agriculture, and her work is that of organizing "Tomato Clubs" for girls. The Boys' Corn Clubs, which number over 100,000 members, attracted the attention of Miss Cromer, and she felt there should be a similar agricultural opening for the girls. The work done by Miss Cromer was so satisfactory in every way, and productive of such splendid results, that the General Board of Education in New York City entrusted a sum of \$25,000 to her, for the equipment and furtherance of her agricultural work among women and girls.

One of the girls studying under Miss Cromer put up 512 cans of tomatoes which she raised on one-tenth of an acre of land. Her profits were \$40 or at the rate of \$400 an acre. As the work progresses, the girls are to be taught how to raise cucumbers, and other garden products.

MUSHROOM CULTURE

(By W. A. BURPEE)

"The mushroom is a much sought and popular edible fungus, which can be grown easily on any farm where there is a cellar, or in any room the temperature of which does not fall below forty or fifty degrees in the coldest winter weather.

Small beds for home supply may be made in corners of the stable or in boxes in the house cellar, as the well-prepared beds do not have any offensive odor, nor do they throw off any deleterious gases. The main point to be observed is to secure a place for the beds protected from excessive moisture.

“The second requisite is an ample supply of fresh horse manure. The third requisite is a supply of reliable spawn for inoculating the beds.

“Aside from the desirability of having a winter supply of mushrooms for home use, they are a very profitable crop to send to market during the winter months, and the manure from the spent beds in the spring is an excellent top dressing for the garden, grass fields, or as a compost in planting corn. Mushrooms can also be grown out of doors during the summer months, or under open sheds, but must be used soon after gathering, as they become infected with maggots in a day or two, and cannot be shipped to distant markets.

“The mushroom does not produce seed, but springs from a cluster of slender white threads, which are called ‘spawn,’ when preserved in bricks of dried horse manure. These threads can be seen running among the grass roots of an old pasture after a warm, dry spell in summer.

“The mushrooms spring up spontaneously after the first rain following each dry period. These conditions are to be reproduced and made even more favorable in the cultivated beds, and larger crops, as well as a longer-continued supply, may be expected from these conditions. If kept in a cool, dry place, the spawn will retain its vitality for a long time.

“The first step in preparing the beds is to stack the fresh horse manure (no other manure will give the heating qualities and there seems to be an especial affinity between the threads and horse droppings) in a square or oblong heap, three feet or more in height, to ferment, packing it solidly together, and rejecting any manure that has become burnt, or ‘fire-fanged.’ If the heap cannot be kept under cover to prevent its being soaked by heavy rains, it should be protected by a temporary covering of loose boards.

“At brief intervals of from six to ten days, accordingly as the heat increases more or less rapidly, the heap must be turned over, building it afresh and packing it together to prevent the inner portion from burning, and turning the outer portion into the center of the heap. At the second or third turning, one-third of the bulk of the manure may be added in light, loamy soil, to be thoroughly mixed with the manure. The best

soil for this purpose and for covering the beds may be obtained by stacking up sods cut from the pasture fields, or from the fence rows, about two months previous to the soil being needed for use.

“When the first strong heat of the manure has dissolved the fresh straw and the heap will crumble easily in turning, and warm manure ceases to give off the pungent smell of ammonia, which should be in from two to three weeks from first stacking, it is ready for making the beds. Do not leave this too long, or the manure will lose much of its heating qualities. The beds are usually made in boxes on the cellar floor by setting up boards, to form pathways, or on tiers of shelving around the wall.

“The prepared manure should be solidly and evenly packed in these beds, ten to twelve inches in depth. Place a thermometer with the bulb well buried in the manure so that you can readily tell the temperature of the beds from day to day.

“If the manure is in proper condition, the temperature should rise rapidly, going as high as one hundred degrees or even higher. If it reaches one hundred and twenty-five degrees, the beds will need to be cooled off by making holes in them every foot or so, and opening the doors or windows or ventilators. These holes must be filled

and packed solidly as soon as the temperature falls to one hundred degrees.

“When the heat begins to fall and gets down to seventy-five or eighty degrees, it is the proper time to spawn the beds. Cut each brick into pieces, two by three inches, and make holes in the surface of the bed nine inches apart each way, and two inches deep.

“Place one of the cut pieces of spawn in each hole and pack the surface down even and smooth. A brick, or heavy, flat, wooden mallet, is an excellent tool to make the bed firm and solid. Do not water the bed until the spawn has run through it, which should take from four to six weeks. In a week or ten days after spawning, the casing or covering of earth, one inch in depth, may be placed on the bed. Light, loamy soil, such as well-rotted sod, is best for this purpose. Spread it evenly over the bed, and pack lightly with back of spade or piece of board. When the spawn has run well through the bed, water well with tepid water, and keep the surface slightly moist, not wet, until the mushrooms appear. If the heat of the manure is well spent, or the beds cool from location, or very cold weather, the mushrooms will be longer in appearing than if the temperature is normal. Ordinarily the mushrooms should appear in from six to eight weeks.”

HERBS

“I have earned all my pin-money this year growing the following herbs: anise, arnica, borage, camomile, caraway, catnip, horehound, lavender and licorice. Marjoram, marshmallow, mint, and dandelions have brought me in over \$40.”

TEA PLANT

In the Southern States the cultivation of the tea plant is very profitable. Home-grown tea is free from adulterations, such as Prussian blue, indigo, turmeric, soapstone and leaves of other plants. In the autumn, this beautiful evergreen plant is covered with handsome, fragrant whitish flowers, having a golden yellow center, making it very ornamental. An intelligent servant can easily pick and make the leaves into tea. The process is very simple. The average tea bush will produce about three ounces of cured tea.

PEPPERMINT

“On an acre of muck land I have grown a profitable crop of peppermint. The roots were planted close together in furrows. The crop is harvested from the latter part of August to the last of September. The largest yield and best oil is from the first year's crop. About 300 pounds

of dried peppermint are required for one pound of oil. My acre of ground yielded over thirty pounds of the oil, which I sold for \$75.00."

HEAD LETTUCE

"As I lived on a farm, I decided that my pin-money must come from some product of the soil, and while glancing over the market reports of a daily paper, I noticed head lettuce was quoted at fifty cents per dozen. Then I decided to grow and ship lettuce. Labor being cheap, I hired a boy to do the heavy work, such as fertilizing and preparing the ground. Early in the fall I had it plowed again, and made into narrow, but rather high beds. In these beds I planted my seeds, using the Big Boston variety. I planted every third row, and when the plants had three or four leaves I transplanted to the beds I had left vacant. As soon as the weather began to get cool the plants grew very fast. Lettuce requires a cool, moist atmosphere, and light, rich soil. I had these conditions, and my lettuce grew rapidly.

"As soon as the heads began forming, I looked around for the best market. After hearing from a number of commission houses, I was offered \$5.60 per sugar barrel of fourteen dozen heads.

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"I packed and iced each barrel, carefully picking off all decayed leaves, and shipped to cities where only hothouse lettuce could be grown in winter. My first shipments netted me \$4.20, commission, express, ice and barrels being about \$1.40.

"Seed and labor, \$3.00. Hoeing and transplanting I did myself, as I had been advised to spend as much time as possible out of doors. When my lettuce was sold and I had some \$80.00 to my credit, as well as improved health, I felt very proud."

WINTER RHUBARB

"Here is one way in which I earned money for music lessons. We have a large cellar with an earth floor but having a furnace. Along one side of this I made a garden, putting in earth composed of two-thirds dirt (rich loam) and one-third horse manure. In this, the last of October, I planted rhubarb roots about a foot apart; these I watered with warm water, and over some of the plants I put barrels with the tops and bottoms knocked off. This made the plants grow long in their endeavor to reach the light. By the first of January, I had a fine lot of rhubarb, with stalks equaling in size and color any outdoor-grown rhubarb. This I found a ready market for at

seventy-five cents a pound. This coming winter I intend to have still more plants, as the supply of rhubarb did not fill the demands I had for it."

L. H.

WATERCRESS

"Watercress has brought in the pennies for me. There is a demand for a fine quality of watercress the year round in the markets of all the large cities and towns, but I have been fortunate in selling direct to private customers, receiving ten cents a bunch through the fall, winter, and early spring.

"In the late fall, that part of the brook where the cress grows, is covered with boughs, and leaves are piled on to these. This temporary shelter protects the cress to a great extent.

"I have also been successful in raising watercress in the house, under glass, from roots which I have transplanted into good loam and kept in a warm, moist place."

CABBAGE AND CAULIFLOWER

"My pin-money has been earned by raising cabbage, cauliflower, and lettuce in cold-frames.

"These cold-frames are made on the surface of the ground, no excavation being required. They are located in a sunny, sheltered position, protected from the north and west winds.

"The seeds were planted early enough to permit the plants to develop nearly their maximum size before freezing weather set in, after which but little growth will be made.

"The plants then stand still, remaining crisp and fresh for weeks.

"When the weather is extremely cold, ten degrees above zero or colder, the sashes are well covered at night with straw mats and board shutters. These coverings are taken off through the day, unless the ground in the frame was frozen before they were put on. In the latter case, if they remain on for two or three days, during severe cold spells, no harm will be done.

"The smaller, early varieties are used, such as Miniature Marrow and Wakefield cabbage; Snowball cauliflower, Tenderheart, Mignonette, and Golden Queen lettuce.

"Living near New York, the cabbage and cauliflower seeds were sown early in August; the lettuce early in September."

FLOWERS FOR PROFIT

There are many kinds of flowering plants that may be safely transplanted; and if started in a hotbed, will bloom much earlier. Such plants will be eagerly purchased, especially in the smaller towns where there are no regular florists. In

such communities, a woman may also find it profitable to start house plants, whether from bulbs, seed, or slips. These, if of rare varieties and placed in attractive pots, she will find little difficulty in selling to her neighbors who love flowers, but have no knack of raising them.

The work requires but little capital, and is not difficult. Nevertheless it is best for one who has had no experience to begin on a small scale. A few choice plants may be grown in a box by the kitchen window; or large hotbeds may be constructed. Directions for the care of plants and the making of hotbeds may be found in almost any horticultural journal. Also, bulletins on the subject may be obtained free from the Agricultural Department at Washington; and then there are numerous books on horticulture which, if carefully studied, will enable any one who loves flowers and plants to succeed in raising them.

SWEET PEAS FOR PROFIT

In a quaint, old New England town, there lived a "sweet-pea lady" who was the envy of all her friends. Though a semi-invalid, this little woman did much of the hoeing, weeding, and planting herself. In the beginning, only two rows or thirty cents' worth of seeds were planted. The third year an eighth of an acre was used. Twelve years

later her peas covered some two acres and 1500 stems were picked daily.

In cultivating these beautiful blossoms, cow manure was spread over the ground in the fall. In the spring when all frost was out of the ground, the soil was turned and loosened, and the manure plowed in. Then trenches two feet deep were dug, and manure and rich soil put in. The seed was sown at about a depth of six inches. At first the seeds were covered two inches deep. As the plants grew, the rest of the trench was filled in. Thus deep planting was secured without the bad effect of deep covering.

In this way the roots were strengthened, the plants were more sturdy, and there was a profuse blooming through the heat of summer. The seeds were sown between the first of March and the middle of April. They were planted fairly thickly, and the plants came up thick and bushy. These were supported on a wire fencing running the length of each row. All seeds of one variety were planted together, thus making it easier to fill special orders. Every morning the vines were carefully gone over, and every blossom picked.

Chickens were allowed to run freely among the vines, to destroy the cutworm, which had been especially active during the past few years.

The plants were not watered unless there was a

long dry spell, and the blossoms were never sent to market, until they had been placed in cold water overnight.

These bunches were artistically arranged before being sent to market. An elastic band held the flowers together in a loose, attractive manner. Every bunch had a touch of delicate green added. This woman's business has grown so that it has netted her over 100% profit.

VIOLET RAISING

Violet raising offers both pleasure and profit, and with a little intelligent care quite a sum may be realized in a season.

Obtain first-class plants, bearing either single or double blossoms, and plant in boxes, pots, or cold-frames. If you use boxes they should be deep enough for the plant roots to extend from four to six inches into the soil. This soil should be rich in manure, and the plants should have plenty of water and good drainage.

The temperature of the room should be from fifty-five to seventy degrees, and should have plenty of sunshine. Plant the violets in September for winter blossoms, and as they blossom they should be picked to increase the supply. Every plant should bear from fifty to one hundred blossoms a season; these are arranged in bunches of

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from thirty to fifty flowers, and sell from fifty cents to one dollar per bunch.

Each plant as it increases throws out crowns, which should be detached from the mother plant each season and transplanted. In this way the plants will multiply rapidly. If you wish to use cold-frames, make an outdoor garden, preferably on the south side of a cellar or building; the length should run east and west so the glass top will slant to the south. Board up around the bed about eight inches high, cover the top with glass sashes, letting it slope south, then pack earth or manure around the boards to keep all frost out, and use heavy shutters to cover the glass at night. During the day remove these shutters and let the sun shine on the plants. Use a rich soil and plenty of water, providing for a good drainage in the bottom of the beds. You may sell your blossoms as they are ordered, or you may arrange with a near-by florist to buy them in large quantities.

Violets, if properly packed, can be shipped quite a distance and still be fresh; they are very rapid sellers, and are easy to raise.

VIOLETS

“As the rear of our house faced the south, a greenhouse was planned in the form of a lean-to,

attached to the house. This was twenty-five feet long by twelve feet wide. The steam pipes were easily conducted from the house boiler to the greenhouse. The entire cost was less than \$150. This house was devoted to violet raising. The kinds raised were the Princess Louise, La France, Parma, and Russian. From six hundred plants the first year, I netted about \$225. Each plant should average about fifty blooms during the season.

“Quite a little money was also earned by supplying the members of a summer colony with flowers at a good price.”

GROWING ASTERS

A prolonged display of asters may be enjoyed by growing the early, medium, and late varieties. But for brilliant effects, the late variety should be grown, the seeds of which should be sown at intervals of three or four weeks, from February until June.

The “secret of success” in raising asters is this: The plants should receive no check in their growth, from the seedling stage to bud development. A temperature of sixty degrees is the best for perfect development. The plants should be grown cool when young, bottom heat not being used in germinating the seed. The soil for asters must be rich, loamy, and deeply-worked.

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The roots should go down into the soil as far as possible and not be on the surface. When aster seeds are sown early under glass, shallow boxes (two and one-half to three inches deep), pots, or earthen seed pans may be used, either of the latter being preferred, on account of the watering, which may be done when required, by immersing the pot or pan for half an hour, nearly to the surface of the soil; this method is preferable to surface sprinkling reducing any tendency of the seedlings to damp off. The best compost for the seeds and seedlings is prepared by mixing decayed leaf-mold with enough loamy soil to render it fairly firm, and with a sufficient admixture of sand to facilitate drainage.

Sow the seed thinly, and barely cover by sifting over them some of the soil. Give no water unless the soil becomes decidedly dry, and then it is better to immerse the seed pan in water than to wet the surface. A sheet of glass laid over the seed pan prevents rapid evaporation, and hastens germination, but the glass should be removed as soon as the seedlings are above the soil, or it would draw them up slim and spindling, particularly if the temperature is too warm and there is not enough air. The pan may be placed in a cool greenhouse, a sunny window, cold-frame, or pit, or a spent hotbed, but the temperature

should not exceed sixty degrees and plenty of fresh air at all times should circulate about the plants. When the seedlings have attained the third leaf, they should be transplanted about an inch apart, with the aid of a sharpened stick about the size of a lead pencil, into other seed pans or shallow boxes, containing fresh soil of a similar nature to that already advised. In a couple of weeks, if the seedlings have been properly grown, they may be transplanted into two and one-half or three inch pots, and be grown in these until "setting-out" time in May.

Prepare the aster seed bed in a sheltered position. The soil should be rich, finely worked, and friable, with some wood ashes, soot, or a dusting of lime incorporated with the soil in the drills. A shutter made of laths with one and one-half inch openings, supported by stakes over the bed, or a muslin sheet, will break the force of the sun, and check evaporation from the soil, and prevent a crust forming on the surface, through which the seedlings cannot always penetrate. These plants are hearty feeders, and they must root as deeply as possible. Keep the ground free from weeds and frequently stirred, but do not stir deeply enough to injure the surface roots.

When well in bud, a top dressing of well-rotted stable manure among the plants not only nourishes

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them, but keeps the surface of the soil cool and moist. Liquid manure will greatly assist in producing magnificent flowers. This must not touch the foliage, however.

The immense, long-stemmed asters seen in the florist's window are produced by allowing the well-grown plants to carry but five or six main stems, each with its terminal flower. All other stems, side branches and buds are removed, to throw the life of the plant into the few remaining flowers.

The large, tall asters should be planted about twelve inches apart.

OLD-FASHIONED FLOWERS

"Last summer, with the aid of my two little boys, aged eight and eleven, we made \$40 selling home-grown flowers. We live in a summer-resort town, where there are many hotels and summer cottages, and find that such flowers as sweet peas, asters, pansies, violets, dahlias, and gladioli are gladly bought by our city guests. In February I sow my pansy seed in window boxes, and when frost is over, and the ground warm, I have stocky, healthy little plants to set out, which give an abundance of early flowers to put on the market.

"As soon as the ground can be worked in March, I plant out two or three rows of sweet

peas, each about fifty feet in length. I buy my sweet pea seed by the pound, and thus get it much cheaper than by the package. These usually begin to blossom in June. I start the aster seed in boxes in the house late in March, and plant more every two weeks, so as to have a succession of bloom from the earliest to the latest. When they have formed the second leaf, I transplant them into other boxes, or out into their permanent bed, if the weather is warm and settled. They have to be planted in good, rich soil, and kept hoed free from weeds to give the best results. My gladioli and dahlia bulbs I save from year to year, and set them out as soon as warm enough to do so.

“When these different flowers come into blossom, we make them up into dainty, generous bunches, and sell them for five cents a bunch. We arrange them nicely on a tray, and my boys have no trouble in disposing of them to the guests at the hotels and cottages. We could sell many more if we had more garden room and time to tend to them.”

Mrs. H. O. B.

PEONIES FOR MARKET

“The beginning was a bunch of grandmother’s old-fashioned ‘pinies.’ It was a late spring and flowers were scarce for Decoration Day. A florist

said: 'If I had an acre of those peonies I could make a thousand dollars this spring.' The remark may have been an exaggeration, but I thought: 'Then I could make some part of the thousand dollars from our door-yard.' I advertised peony blooms for sale, and they were all taken at sixty cents per dozen. In the fall I bought a few roots of the red, pink, and white kinds and the next spring again sold all the blooms. I learned that the old-fashioned varieties have been greatly improved and that now there are hundreds of kinds in color, shape, and season, and that the peony is a very popular flower for Decoration Day, for parties, weddings, and banquets. I therefore bought some of the finest kinds, and have added a few roots each fall so as to have a variety of color and to have blooms early and late. Every spring I have more orders than I can fill.

"For Decoration Day, 1908, I cut four hundred bloom stalks from fifty clumps, which occupy a space twenty by forty feet in our yard. Each stalk bore from two to four large blooms. These sold for five cents each, or a total of twenty dollars. The crops should have brought me at least five dollars more but I lost some of the earliest blooms by allowing them to come to full flower before cutting. I should have cut them in tight

bud and stored them in the cool, dark cellar, where they would have kept a week or more. I also have frequent calls for roots. The varieties are selected from the blooming plants and the roots are delivered for fall planting. The single varieties are much admired for decorative purposes, but as these flowers bear seeds it is more profitable to sell the seeds, which bring five dollars per pound. My peonies have also been the means of selling lilacs, snowballs, syringa and other flowers blooming about the yard.

"A friend, who has a peony garden covering a plot about a hundred feet square, has sold roots and seeds to the amount of one thousand dollars during the last seven years. The roots do not produce blooms the first, and sometimes not the second season after planting, but they are continually increasing, and an old clump may be divided into twenty-five or fifty plants. Each 'eye' sends forth a stalk, and two or three eyes are usually allowed to each root. Such a root sells, at retail, from fifteen cents to one dollar, according to the variety.

"The peony garden requires little care after it is established and is a source of profit at a time when extra pin-money is needed. This would be a very good dependence for paying spring and fall taxes."

L. J. F.

WILD FLOWERS AND FRUITS

“ If the country woman who is seeking a means of earning money at home will but look about her, she will find that Nature has provided boundless resources for those who are quick to see and prompt to act. With a maple grove and an obliging man available, she can open the season with sugar-making. There is little in connection with this work that a girl cannot do alone, and the product is one that sells readily. Later in the season a fair sum may be realized from the sale of horseradish. After cleaning the roots, pass them through a food-chopper, moisten with lemon juice, add a little salt and just a suspicion of sugar, and seal. Prepared in this way the mixture will not discolor, as is the case when vinegar is used.

“ One of the most remunerative of woodland products is the wild fern, roots selling readily for ten cents apiece, just as they come from the ground, and potted ones bring more, according to size and variety, one of the most desirable being the maidenhair. Ferns are also much in demand for decoration at social functions, and one would do well to solicit orders in this line. For this purpose, at least part of the root must be secured, for ferns droop very quickly when the stems are broken. The popularity of the wild-flower garden has created a demand for arbutus, azalea,

hepatica, trillium, etc. The blossoms can be sold to near-by hotels and restaurants for table decorations. Flowers should be picked and placed in water several hours before delivering, and when packed their stems should be wrapped in wet moss.

“On account of their superior sweetness many people prefer wild berries to the cultivated ones; especially is this true of blackberries. If too far from market to sell them fresh, they may be canned and sold later. After frost comes the nut harvest, and here promptness may double your receipts, for the first chestnuts on the market catch the fancy prices. Any leisure days between times may be occupied in gathering material for pillows — pine-needles, balsam, sweet-fern, milk-weed down, etc.; before the holidays these should be made into pillows and sold.

“The best prices are realized by selling direct to consumer. In time the customers will appeal to you for everything the country affords, from potting soil for their plants to greens for the Yuletide, and both these suggestions are of value. If one does not care to follow this gipsy-like occupation indefinitely, it will at least furnish the stepping-stone to something else. A certain young matron I know, who now owns a nice little village farm and drives her own carriage, began in this very way.”

K. W.

FERN BOWLS

"In the fall, I went into the woods and collected tree moss, bittersweet, grape fern, and partridge vines with the red berries on. These I planted in small glass globes that I bought at the ten cent store. I had round covers made of glass to put over these and at Christmas time sold them for fern bowls at fifty cents each. They need no care after being planted except once a month, a little water." E. T.

POTTED PLANTS

"From \$150. a year up can be earned by the sale of potted plants.

"There is really no reason why any one with a cellar or a cool, dark place, in which to start the bulbs, should not have a profusion of blooming bulbs throughout the entire winter.

"Do not pot all of the bulbs at once. Commence potting as soon as the bulbs are in the market and continue to make pottings at intervals of a week to ten days, up to January first.

"The four-inch pots are used for single bulbs; three or more bulbs require the eight-inch pots.

"Put about an inch of charcoal into the bottom of the pots. Then fill the pots about two-thirds full of a mixture of good, fibrous loam, sand, and leaf-mold, adding a little well-rotted manure.

This earth should be merely jarred down by tapping the pot on your work bench.

“Then place the bulbs in the pot, not pressing them at all, and add enough earth to fill the pot to within an inch of the top. The surface may be gently pressed down, but if the soil below the bulb becomes packed, the bulbs will be forced from the soil as the roots work downward.

“The Easter lily and its varieties should be bought as early as possible, so they can have time to make a good root growth in the cellar before the forcing season begins.

“Tulips are so glorious in their display, that they are required in all winter gardens. The great danger with tulips lies in bringing the bulbs too soon from the cellar. Allow ten or twelve weeks for the formation of tulip roots. Water only occasionally.

“Before bringing them into the light, turn the earth out into the hand to be sure there is a vigorous root growth.

“The Dutch hyacinths are popular and beautiful; the Paper White narcissus and the Polyanthus are the easiest to grow.

“In potting geraniums, allow new pots to stand an hour in hot water, before using them. Place a few pieces of broken flower pot in the bottom, using a concave piece to cover the hole.

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“Replant from time to time. Keep the soil barely moist; do not place the geraniums too close to the windows as on cold nights they become chilled and often die.

“Beware of the poisonous effect of coal and illuminating gas.

“Watch the geraniums for insect pests; plant lice are easily killed by fumigating with tobacco smoke.”

SELLING SEEDS AND BULBS

“I am a returned missionary with an invalid husband and daughter. At times we have seriously needed pin-money.

“One way in which this money has been earned is as follows:

“Every person who possessed even a very small garden in town was called upon and their orders for seeds, bulbs, and shrubs solicited. I would show them the catalogue and premiums offered and I was treated in the most kindly manner by every one I called upon.

“One seed house had offered a ‘special prize’ of \$50. besides the regular commission on orders, to the woman sending in the largest order for seeds in a given time. I was fortunate enough to win this prize.”

RECLAIMING A NEGLECTED FARM

"Seven years ago I decided to live on one of my father's farms, which was proving an unprofitable investment. The land was in poor condition. Ten acres of apple orchard were in a wild, neglected state, trees not pruned, sprayed, nor cared for in any way.

"One acre had been devoted to blackberries; one to grapes and peaches; one acre was planted with strawberries and one in raspberries; but as the place had been unoccupied for a long time, it had become an indescribable wilderness. My idea was to bring order out of chaos.

"At the present writing the rent from the pasture pays the taxes and cost of repairs. The garden, one hundred hens and a cow pay the grocery and meat bill.

"The orchard and berries keep me through the winter. I usually go south or spend three months during the winter in the city."

RAISING CHESTNUTS

In the Irish Valley, seven miles from Shamokin, Pa., Mr. C. K. Sober has several hundred acres of grafted chestnuts. Many of the first trees grafted became so heavy with the weight of leaves and burs that they broke down at the grafting point.

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These chestnut groves are proving more profitable than wheat or truck patches of the same area. Several car loads of these nuts are bagged and shipped away every fall.

HICKORY NUTS

In the mountains of Virginia a poor, uneducated boy has earned a nice little sum every fall by shipping hickory nuts and popcorn to the New York markets. The nuts are gathered in the woods and shipped in bags. The popcorn is different from any ordinary corn.

When it is popped, every piece is enormous, and of a yellowish white color, and free from any hard kernels. A gentleman who was traveling through the mountains for his health met this boy's father. On learning of his struggle for a livelihood, he suggested that the nuts be gathered, and both nuts and corn shipped to New York.

ORANGES, TANGERINES, ETC.

From Florida every year, come many boxes of sweet oranges, tangerines, kumquats, and limes. These are raised and shipped to a New York commission house by a woman whose yearly income from the sale of these fruits is considerable.

CHAPTER VI

RAISING STOCK AND BREEDING PETS

PEOPLE who are fond of animals and have the proper quarters for them will find the way open to earn not only pin-money but often a good-sized and steady income. The following accounts of successes may inspire others to try similar experiments.

A CATTLE QUEEN

(BY IVAH DUNKLEE)

When a woman with fifteen children and only a washtub as a means of support makes a quarter of a million dollars it is interesting.

In answer to the question, "How did you manage to do it?" Aunt Jane Applebee, of Tulsa, Okla., said, "I had to; I couldn't let the children starve."

To-day Aunt Jane is accredited with being the richest member of the Osage Indian Nation in

Oklahoma, which is the wealthiest nation, per capita, in the world. The story of her life is one of thrift and eternal vigilance that led to success.

"When my first husband, August Captain, an interpreter known in Washington, D. C., died," she said, "he left us with very little to start business with. Even the quilts were worn out; and there I was out of the world — in the Indian Territory.

"First I took in washing, but I couldn't get ahead that way. Then I came to the conclusion that as long as the world existed people must eat, and I decided I would help supply the world with food. So I determined to raise cattle.

"I washed and sewed until I had money enough to buy a cow, and that cow and her calf were the beginning of my herd.

"Every spring Texas cattlemen shipped thousands of cattle into the Territory. Sometimes a cow died, and if very young her calf died. The cattlemen told me that I could have all the motherless calves, or mavericks, as they are called, and I spent days in the saddle roaming around over the range looking for the motherless calves."

Never was the cattle industry attended to more faithfully. In all kinds of weather this tall, gaunt woman looked after her business. Nothing daunted her. One day a freshet, suddenly raising a stream,

divided a cow from her calf, and the foolish cow was calling her calf to come to her. Into the rushing waters the intrepid woman plunged, and safely brought the calf across in her arms. "There wasn't any other way," she said; "I couldn't afford to lose that calf."

In a few years Aunt Jane had a wide reputation for honesty and industry in the business world.

There came a time when she had between two and three thousand head of cattle in the ranges, and she shipped them to the great centers — Kansas City, St. Louis, and other points — at the rate of ten thousand dollars' worth each year. From the time she began purchasing cattle in ten-thousand-dollar bunches she became known as the Cattle Queen.

Several times she herself went to St. Louis with shipments of pedigreed pigs and hogs, and sold them as advantageously as any cattleman.

In addition to the cares of her own large family of children, this big-hearted woman has taken into her home several orphan children belonging to her husband's people. About fourteen years ago she adopted a baby girl from a St. Louis orphan asylum, and is giving this foundling opportunities in education and the fine arts that she herself never had.

When a Cattle Queen, she married a Texas cattleman, Luther Applebee. Seven years ago she gave up cattle raising and moved to Tulsa. For four hundred dollars she purchased land that is to-day worth seventy-five thousand. Her home, occupying a valuable block, is set amid blossoming trees, shrubs, and flowers that she herself has set out. Flowers are her only luxury.

Aunt Jane went to school but very little, yet she has a good collection of business and law books and is familiar with their contents. Often a group of blanketed Indians are seen on her piazza, for frequently she acts as their interpreter, and her judgment is sought.

Though not an Osage by birth, she has been brought up by them from infancy, married one of their tribe, and spent all but the last seven years of her life among them.

Now, at the age of eighty-two, she enjoys the reputation of being the richest member of the Osage nation, and as a seer and a prophet she is honored by the Osages.

"When I hear people say that they can't do anything because they have had no education and never had a chance I wonder what they would have done in my place," says Aunt Jane; "and I didn't begin the hand-to-hand battle of life until after I was fifty years of age."

DAIRY FARMING

To be a success at dairy farming, one should be fond of animals, and possess good judgment in the selection, care, and breeding of cattle. A successful dairy farm is, as a rule, good for general farming; the farm should be accessible to either railroads or markets.

“My dairy herd is small, one-half of the cattle being Holsteins, the other half Jerseys; the former being purchased for the quantity of milk given, and the latter for the high quality.

“I believe that close confinement, impure air, and lack of exercise, will act as disastrously upon a cow, as upon a human being. It is the best plan to have one-half the herd fresh in the fall, the other half fresh in the spring. In purchasing cattle, I prefer those having the long straight back, very thin tail, large milk veins and udder, and from two to three years old.

“The owner of the dairy herd should be careful as to whom he hires to handle and care for his stock. The attendant should be gentle, even tempered, and above all, cleanly in his habits. Tobacco should never be used in any department of dairying. All work should be done systematically and with the greatest regularity. The Holsteins when fresh, are milked three times daily.

“With cows, as with people, a variety of foods

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are necessary to keep the digestive system unimpaired. If a cow is kept on too limited a variety, there will be a tendency to refuse certain necessary foods. When the daily quantity of milk grows less, change the feeding at once, giving a wider variety of food. A fresh cow should drink from eight to ten gallons of water daily.

“Through the east, milk from the dairy which is absolutely sanitary in every respect, sells for ten cents a quart or more.”

POULTRY

“A year ago I purchased thirty-five mongrel chicks from a farmer at ten cents each; seventeen of these proved to be pullets.

“An old box which I found in the barn was used as a brooder. No artificial heat was needed as the weather was warm. At night the little chicks went to bed under this box, which was about ten inches high and two feet deep. A board was placed in front of the box at night to keep out the night air, rats, or cats.

“Small holes were made in the top of the box for ventilation, and as it stood under a woodshed, it was protected from the rain.

“During the day the chickens were confined in a covered run six feet wide by twelve long, the run being moved to fresh ground twice a week.

"The chickens were fed on dry wheat bran, fine chick food, and chopped clover; sweet milk and clean water were before them at all times. The bran was devoured ravenously and served to keep the chicks in splendid condition. As they grew older they were fed cracked corn — whole wheat, and dry bran being kept in a box before them all the time. The chicks were now allowed free range every fine day, after all dampness had dried from the grass. A peck of potatoes was boiled and fed to the hens morning and night.

"The results were, my seventeen mongrel pullets laid over twelve hundred eggs in five months, beginning to lay in January, when fresh eggs were selling for fifty cents a dozen.

"There is a splendid income assured any woman who raises poultry, if she will observe the following rules:

"1. Whenever possible set the eggs under hens of a restless disposition, in some quiet, out-of-the-way place, as near the ground as possible.

"The hens who bring out the biggest hatch are those having a nervous temperament. The quiet hen is sometimes the poorest hatcher; this hen must be lifted daily from the nest, and the eggs moved about with the hand.

"2. For the first few days feed the newly hatched chicks dried bread crumbs, hard-boiled

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eggs, chopped fine, oatmeal flakes, and a little Baby Chick Food.

" 3. Keep the chicks away from dampness and draughts.

" 4. When very young allow them to exercise in a wire-covered run, thus avoiding loss by cats, rats, or other enemies.

" Keep dry wheat bran, fine chick food, ~~give~~ ^{give} and clean water before them. Supply ~~also~~ ^{also} the chopped clover you can conveniently gather, also give them a large sod daily, to encourage their scratching; this exercise is essential to strong development.

" 6. When the chicks are older, throw the cracked corn or wheat into deep litter, such as leaves or straw, thus making them work for a meal.

" Keep the dry bran, charcoal, and broken oyster shells within reach. During the winter a cabbage can be suspended in the chicken house about a foot from the floor. The hens will be kept busy jumping for this green food. This constant exercise is essential to good health and strong development.

" If you are planning to raise poultry for the purpose of having eggs to sell during the late fall and winter, the chickens should be hatched in March or April at the latest.

“For egg purposes, I recommend the rose-combed Leghorns. These hens produce their great tally of eggs on about one-half the quantity of food consumed by the heavier breeds.

“If you wish to raise young broilers or roasters for market, it is best to raise the Plymouth Rocks, Wyandottes, or Rhode Island Reds.”

CHICKS

“There is money to be made by selling day-old chicks. I purchased a second-hand 240 egg incubator and in February this is filled with eggs. As soon as the eggs hatch, the incubator is re-filled and the hatching is continued until June. About sixty-five per cent. of the eggs are fertile and the chicks are sold for ten cents each when a day old, or twenty cents each when a month old.”

CAPONS

“By caponizing my surplus cockerels they grow much larger and fatter and weigh considerably more than the cockerels of the same age. Prices paid for capons in the New York and Boston markets are higher than for roasting chickens.”

MILCH GOATS

“The possibilities of the milch goat industry in this country, for which the Department of

Agriculture entertains such high hopes, are suffering from lack of development because nobody has had the enterprise to go into the business of importing such goats on a large scale.

“Milch goats may be purchased in Switzerland at moderate prices. No other animal gives so large a quantity of milk in proportion to its weight, the yield of a good doe being four or five quarts a day. Goat's milk is richer, more nutritious, and more digestible than cow's milk, and does not harbor the deadly tuberculosis germ. Hospitals and nurseries would pay a good price for goat's milk.

“The goat skins are valuable for gloves and shoes.”

SQUAB RAISING

The best variety of pigeons to keep for squab raising are the straight Homers, or the cross between the Homer and the Dragoon. Only mated pairs should be allowed in the breeding pen, as the lone male will drive all other birds from their nests and the eggs will be chilled, if not broken.

Pigeons should be fed twice daily on cracked corn, Kaffir corn, rice, millet, hemp, and peas. Plenty of clean, fresh water should be given the birds early in the morning before feeding. During the summer the birds should bathe daily.

Four hundred pairs of pigeons should produce over four thousand squabs during the year.

ANGORA GOATS

“Angora goats are now classed among the most useful of the domestic animals. Their fleece, called ‘mohair,’ furnishes some of the finest of fabrics, and it is also used extensively in the manufacture of plushes; their habit of browsing assists the farmer in a wooded locality in clearing the land.

“Their flesh is exceedingly delicate and nutritious, their milk, though not so abundant as with the milch breeds of goats, is richer than cow’s milk; their skins are used for leather.

“The pelts make the neatest of rugs and robes; a few of them in a flock of sheep are a protection from dogs. Their manure is noticeably helpful to the grass which follows them after they have cleared away the underbrush.

“Goats are raised instead of sheep in some places, because they are inexpensive as far as feeding is concerned. They eat leaves in winter and the soft twigs in summer, and if there is an abundance of either, they will not require anything else to sustain life. However, they are fond of straw and fodder of any kind. In the absence of browse, the goat should be given some grain.

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Probably the best feed is oats, but in Texas some of the larger goat raisers feed them cotton seed. Cow pea, clover and alfalfa hay are all most excellent coarse feeds, and no grain is necessary with feed of this kind to carry the goats through the winter." — *Farmers' Bulletin* 137.

TURKEYS

"There is hardly any kind of live-stock that will return so large a profit to the successful producer as will poultry, and no kind of poultry is more profitable than turkeys, when properly handled.

"Turkeys hatched early in the spring, should grow to weigh from fourteen to twenty pounds by Thanksgiving.

"In the west and southwest, under ordinarily good conditions, turkeys can be grown and sold at eight to eight and one-half cents a pound live weight, and return a profit to the growers.

"There is an opportunity for persons living near towns and villages to dress and sell their turkeys direct to private customers, at the local retail prices which vary in the east, from twenty cents to thirty cents a pound.

"The Bronze turkey should be the largest in size, most vigorous in constitution, and the most profitable to grow." — *Farmers' Bulletin* 200.

GEESE

“The White Embdem geese are in favor with the farmers, as they are large, with pure white plumage, and pay well for their keeping.

“The adult gander will weigh about twenty pounds and the adult goose eighteen pounds, the young gander about eighteen pounds, and the young goose about sixteen pounds.

“Many raisers consider the gray African geese the most profitable to keep, as they grow the heaviest in the shortest space of time, being ready for market in ten weeks, when they will weigh from eight to ten pounds.

“The care and attention necessary for raising geese are very small when compared with the returns, and the cost of food is also proportionately small in comparison with the cost of food used for other birds bred for market. A goose on range will gather the largest portion of its food, consisting of grasses, insects, and other animal and vegetable matter to be found in the fields and brooks. The simplest kinds of houses are used for shelter.

“Geese are long-lived birds, some having been known to attain the age of forty years. They retain their laying and hatching qualities through life. Ganders should not be kept for breeding, however, after three years of age, as young gan-

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ders are more active, and insure greater fertility. They also become quarrelsome as age advances.

"The feathers of geese are an important source of revenue, and find a ready sale in the markets. A goose will average about one pound of feathers a year. If goose raising is to be extensively engaged in, the African goose is especially recommended. It is the quickest to mature, most prolific, and the easiest to handle of all varieties." — *Bulletin 64, United States Department of Agriculture.*

PIGS

"I am a woman on the shady side of thirty and I am supporting myself by raising pigs.

"My pigs are raised on grass, corn, acorns, bran, and the clean waste food from a large hotel in my town. This waste is collected daily during the winter, and twice a day during the warm weather, before it has had time to sour.

"I have made it a point to buy Berkshire sows and have bred them to a registered boar.

"For sleeping-quarters, I have found that nothing equals the little individual houses eight feet square, that will accommodate a sow and her litter.

"A woven wire fence surrounds these houses.

Each house is in a fenced-off lot about a half-acre in size, thus keeping each litter separate.

“When large numbers are allowed to sleep and eat together, the larger and stronger will crowd out the weaker.

“My hogs bring top prices, and I am inclined to think that hogs pay a better profit, considering the amount of food consumed, than any other class of live stock.”

RAISING DUCKS FOR PROFIT

“Out of the twelve standard varieties of ducks raised in this country, I prefer the ‘White Pekin.’

“The flesh of the ten weeks old duckling is very tender, and of a fine flavor, being free from grossness.

“The Pekins are hardy, non-sitters, and of good weight.

“The mature drake weighs about eight pounds; the duck seven; the ducklings should weigh from four and one-half to five pounds. The season for breeding ducks is from February to July.

“It has been figured that the cost of raising a five-pound duckling is about fifty cents; the selling price varies from fifteen cents to twenty cents a pound, according to the way in which

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the ducks are sold, direct to consumer or to the trade."

DUCKS

"Duck-raising has developed within the last twenty years into a flourishing industry, and is to be recommended to farmers as a profitable source of revenue.

"There are a number of farms in this country to-day that are devoted exclusively to raising ducks, averaging from 5000 to 30,000 ducks as an annual output; as high as three tons of feed are used daily by a single raiser during the busy season.

"A duck plant should be located on a line of railroad, in direct communication with the city markets.

"Of all the ducks for the farm and practical purposes, none stands higher in popular esteem than the White Pekin.

"These are valuable for raising on a large scale, and are the most easily raised of all. Their flesh is very delicate and free from grossness, and they are excellent layers, averaging from 100 to 150 eggs each in a season.

"The ducklings should be marketed when ten weeks old; it costs from six cents to twelve cents a pound to raise a duck for market at ten weeks

of age." — *Bulletin 64, United States Department of Agriculture.*

GUINEA FOWLS

"A year ago I was presented with a trio of Guinea fowls. From this trio I have raised twenty-eight birds. Several times I could have disposed of them at \$1.00 each, but as they will begin to lay next month (April) I think I can earn a nice little sum by holding my stock for another six months."

SHEEP RAISING

In Virginia a woman is clearing over \$500 annually by raising sheep. She started with a capital of \$25.00 and bought sheep and lambs for \$3.00 a head.

HONEY BEES

What do you think of raising honey bees on the roofs of city houses?

This has been done in several of our largest cities.

A gentleman in Illinois says that he has taken "four hundred pounds of honey from five hives the first season, and at the end of four years the honey yield was over three thousand pounds from eight hives."

This gentleman is a cripple and handicapped in his work; but he says he could personally attend to a hundred colonies, clearing from \$500 to \$1000 a season.

DEER FARMING

“The members of the deer family rank next to the cattle and sheep family in general utility, and are the most important of the big game animals of America. The flesh of the deer is a staple article of diet, venison being a favorite with epicures, and is widely substituted for beef and mutton.

“The raising of deer for profit does not necessarily imply their complete domestication. They may be kept in large preserves with surroundings as nearly natural as possible; the breeder may thus reap nearly all the profit that would be expected from a domestic herd, while the animals escape most of the dangers incident to close captivity.

“The domestication of deer and elk offers an interesting field for experiment as well as remunerative returns for the investment of capital.

“The wapiti and the Virginia deer can be raised successfully and cheaply under many different conditions of food and climate. The production of venison and the rearing of both species for stocking parks may be made profitable industries

in the United States." — *Farmers' Bulletin* 330, *United States Department of Agriculture*.

FOX RANCHES

Bolton Hall, in his valuable book entitled *A Little Land and a Living*, tells of two successful fox ranches in Dover, Maine, where from twenty to forty silver foxes are raised each year on less than an acre of ground.

Mr. Hall says: "These animals are not expensive to breed, as their food is chiefly sour milk and corn meal, or flour made into a loaf, with a little meat once a week. They are clean animals, and with careful attention are free from disease. Fine silver fox furs are worth \$150 a pelt."

RAISING DOGS

"One can always sell, at some price, puppies from pedigreed stock. It has been stated that: 'One cannot get into the rank of successful breeders, until he has won his way there by bench show winnings.'

"The writer has proven this statement to be without any foundation whatsoever. One cannot win the 'blue' at any of the large shows, unless one is fortunate enough to own the dog whose every point happens to appeal to the man judging that class, at that time. Rarely does the same

dog impress two judges in the same manner. Oftentimes a beautiful dog is 'shown the gate' by some judge, whereas this same dog would take the 'blue' if shown before another judge.

"The writer has never exhibited a dog but once. This dog took only the third prize, but I was offered \$300 for her within a month.

"My kennels have netted me over \$1000 a year. No money has been spent on costly kennels. My little Pekinese matrons have the run of the house.

"A valuable English Bull male is on a long leash in the summer kitchen.

"The English Bull matrons have separate quarters in the stable, each occupying a horse stall.

"My Cocker Spaniel male sleeps in the stable-yard, and the Cocker Spaniel matrons are with him.

"Each matron averages two litters in a year and a half. The English Bull puppies sell for \$35 to \$125 each, according to their good points. The Pekinese puppies never sell for less than \$100 each, and we can never meet the demand at that price.

"The Cocker Spaniel males bring from \$25 to \$50 each; the females \$10 to \$15 each; and we are always sold out.

"If one has first class pedigreed stock, and advertises the puppies in *Country Life in America* and the *Outing Magazine*, it will not be long before they are disposed of.

"Regarding the feeding of my dogs, I would say that I only allow my grown stock one hearty meal a day. When the matrons are in whelp they should be given all the nourishing food possible, especially plenty of raw meat once a day, which has been put through a grinder.

"Young puppies must be well nourished, being fed a thick soup, containing well-cooked, cheap vegetables, cereals, and a little raw meat.

"The great danger in raising dogs is carelessness about worms, which kill nine dogs out of ten. I have made it a point to give dry sulphur liberally stirred into the food, twice a week, to grown dogs as well as to puppies. All puppies should be carefully and thoroughly wormed once a month.

"Broken rice can be purchased in hundred pound bags for three and one-half to four cents a pound.

"Lambs' hazlets, well-cooked, and put through a grinder, can be stirred into a gallon pot of well-cooked rice, which has been well salted.

"I give this to my dogs three times a week. In seven years I have lost but four puppies through illness."

PERSIAN CATS

"I was fortunate in securing my first pin-money kitten, which was a pure white female, for \$8.00. The females usually cost more, and the white males cost anywhere from \$35 up.

"After mating my queen, there were nine weeks to wait for the kittens. I fed my female well, giving her raw meat and soup daily. I was rewarded with a litter of five beautiful kittens, three pure white, one buff and one tiger. When the kittens were two months old, three were sold for a trifle less than \$60.

"When the kittens were four weeks old, I fed them warm gruel; later on, ground beef, fish, cooked vegetables, etc. Powdered sulphur was stirred into the food twice a week.

"If you feed your kittens only bread and milk, worms develop quickly, and the result is that your kittens will have fits and die.

"Olive oil must be constantly on hand if one is raising kittens. Olive oil will cure ear canker; carry off the hair balls which form in the throat; relieve constipation; cure a cold; and, mixed with sulphur, to form a paste, will cure eczema.

"Keep the kittens' coats well brushed daily, thus preventing the hair balls from forming in the stomach."

CANARY BIRDS

"A few years ago I conceived the idea of earning a little pin-money by breeding canary birds. I secured a low-priced wire and wood cage, and a pair of German Rollers.

"This outfit cost less than \$8.00. I read everything I came across in regard to birds and bird raising. I took an unused up-stairs room for my birds; the breeding cages were hung against the wall. Two wire nests were put into the cage; a dish for bathing, and bird seed completed the outfit.

"The young birds come out thirteen days after the last egg is laid. The first thing to feed the birdlings is Zwieback, rolled fine, and hard-boiled eggs. Also use scalded rape seed. Feed the young birds on this mixture for three weeks. The birds are then given the best Spanish canary seeds and rape seeds, but no hemp. In case the birdlings have not the strength to free themselves from the shell on the thirteenth day, have some water heated to 90 degrees, take the eggs carefully from the nest and put them into the water.

"If the little bird in the shell is alive, the eggs will float rapidly about on the surface of the water. But if the birds are dead the eggs will sink. With your fingers gently submerge the live

eggs under the water and keep them there three minutes. Then put them back into the nest. The hot water softens the shell of the egg, and enables the little birds within to open it with their bills. The only risk is that the mother bird will leave the nest after the eggs have been handled. One person and one alone should attend a canary when she is setting.

"The male birds sell for \$3.00 to \$5.00 each; the females for \$1.00 each."

SINGING CANARIES

"A few years ago, thinking I would like a little more pin-money, I conceived the idea of raising canary birds. I had one good singer and sent to an Iowa firm who make a specialty of imported birds and got one more singer and two females, all Hartz Mountain birds. The first season I raised nineteen birds, nine singers, ten females. Eight singers I sold for three dollars each, nine females for one dollar each, keeping one pair to raise from the next year.

"Last year I had seven pairs of birds. As the weather was very warm I only allowed them to raise two settings each. I raised forty-nine birds from these two settings of the seven pairs of birds, the majority of which were singers. Some of these I sold for five dollars and none for

less than three. The female birds were all sold for one dollar each.

“My friends call it my ‘luck.’ Luck has nothing to do with it. I went into the business of raising birds in earnest. I bought good stock to begin with. I read everything I came across in regard to birds and bird raising, and I learned considerable from the birds themselves. This year I will have to start with new stock — my last pair of birds being sold to a crippled boy who was much interested in the business last year. I would advise women who need a little extra money to try it, as it is most interesting from start to finish. It does not require much money to start with, but it does require common sense and patience. I had a room up-stairs that was not being used. I removed the furniture, put my cages in this room, and allowed no one to clean them but myself. No one went in the room unless I was with them. I attribute my success in a great measure to not having the birds disturbed during the setting period.”

E. H. C.

CHAPTER VII

ARTS AND CRAFTS AT HOME

RUG-MAKING AS A HOME INDUSTRY

“How can I utilize the contents of my rag-bag?” is a question frequently asked, and any suggestions as to the solving of this problem are eagerly sought after. Old pieces of linen, that have become worn and soft with age, can always be utilized by being torn into strips and sewn together, and sent to the weaver to be woven up for bath mats and rag carpeting; but this is not the point at issue, as we want to know how we can use the rags ourselves without the aid of a weaver or a loom.

The joy of making a rag carpet is a real one. Try it and see how fascinated you will get when you find the work shaping itself under your hands. The pride of the Oriental rug-maker will be yours, only, lacking Oriental patience, you will rejoice in the rapidity with which the work nears completion.

But remember that your color-scheme must be carefully thought out; it would be a pity to neglect the infinite opportunity for harmony, and the dye-pot is a faithful friend in bringing beauty out of a hodge-podge of miscellaneous odds and ends.

Flannel rags can be collected and dyed either blue, pink, or green, or, preferably, half the rags dyed one color, and the other half dyed in the same dye after it has been diluted with water, to make a paler tint; in this way a two-tone effect will be given.

AN ORIGINAL HOMEMADE RUG

Having collected about twenty-five pounds of flannel rags and having dyed them the desired shades, they must now be torn into strips about one inch wide, and these must be neatly sewn together, overlapping about half an inch, so that the joining is strong. Now procure a length of clothes-line rope, and commence to crochet the flannel strips over the rope. This is begun in the center, like any crochet wheel for a chair-back. A large wooden crochet hook may be obtained from a needlework shop. The stitch of double crochet is used to cover the rope with the crochet flannel. As you go along, the crochet is inserted into the previous row, so that

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the circle grows with every pull of the needle. In using two colors, the paler shade could be used until the circle is about a foot across. Then use the darker shade until you have gone five times around the rug. Return again to the paler color, repeating the alternate colors until the flannel is all used up, or the rug is the desired size, leaving the darker shade at the edge of the rug.

These are economical to make, are very quickly done, and are among the most durable of any of the homemade rugs, as the rope makes a hard, strong surface before it is covered with the flannel. I have had one for years in my hall, and as yet it shows no signs of wear, and is good for another fifteen years.

It is not always easy to amass enough flannel rags to go into this kind of rug-making, but all kinds of things can be utilized for this purpose. Old chenille curtains which are not entirely worn out can be pulled apart and wound into balls. This material can be crocheted round the rug, and makes an excellent substitute for the flannel, and is even more quickly done. Old ingrain carpets can also be torn apart, and after having been thoroughly cleansed, can be utilized in the same way as the chenille, a dye bath being resorted to if the colors are not what are wanted.

In every large town there are dealers who

provide wefts and warps for weavers, and many of the wefts or fillings could be utilized for crocheting round the rugs. Sometimes they are made in many colors, other times they come in strong solid colors. Any of these can be used to crochet round the rope, as they can be bought for from five to twenty cents a pound, and a good-sized rug can be made for an outlay of from fifty cents to a dollar.

Some beautiful rugs that were sent to an exhibition not long ago were made from new cotton flannel. This can be bought for twelve and a half cents a yard, and comes in old rose, blue, and green. Five yards of this material will make a rug a yard across, and most artistic effects can be obtained by using new material. The shade of old rose harmonizes beautifully with some of the modern wall papers.

The idea of covering the rope is my own, so that to my knowledge these rugs are not on the market, with the exception of the rugs referred to. There is no reason why this should not become a profitable industry, and as a rug could be made in a day, and will sell for \$3.50, there should be at least from \$1.00 to \$1.50 profit, if you count your time as costing you \$1.25 a day. Counting your time as profit, the sum made on each rug will be \$2.50, and would be a charm-

ing and profitable industry for any woman, as the work is very pleasant to do. It is especially suited to the aged, as there is no strain upon the eyes. Five yards of flannel cut into strips an inch wide will make a rug a yard across, or an oval one a yard and a half in length.

Then there is the fine old braided rug — the kind seen in nearly every New England home. Is there anything that lends to a room such an atmosphere of thrift and comfort and “ hominess ” as the braided rug? And still, they tell me, there are some parts of the country where the simple art is practically unknown.

Brilliant contrasts in these rugs are sometimes effective, if skill is used in arranging them, but for every-day wear the monotone is advised. The prettiest ones I have seen have had about three or four shades of one color, with perhaps black introduced as a contrast. Home-dyeing sometimes comes out very uneven, but instead of detracting from the work, it adds to the beauty of the finished rug, as it produces a somewhat cloudy appearance, which makes it of interest. Some people add a piece of black cloth, pinked out at the edges, to the rug when it is finished, to make it lap the floor.

Many rugs are improved by a strip of black appearing in the plait with two paler ones. This

is especially attractive when it happens to be black velveteen.

Now as to the actual making of the rugs. Directions are almost superfluous, the process is so simple.

A little practice is necessary to find out what width the rags should be torn. A piece of old white muslin might have to be torn an inch and a half in width, while a strong piece of denim would only need to be half that width. The point is that the plait when finished must be of equal thickness, and this is only learned by experience. The rags may be torn and plaited quickly, but the strips should be turned in while the rug is being plaited to insure perfectly smooth and finished work.

Most people do them in the rough-and-ready way, as they will not spend the time on the more finished article. It is best to sew the plaits together as you go along, and they should be tightly seamed on the wrong side with very small stitches. Four or five yards of strips can be plaited at once, providing one of the strips is quite short, as this prevents them from getting tangled up, which always happens if three long strips are plaited at once. Many people join the strips together as they go along, as they find it easier to work with if they are not longer than half a yard, but these points

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are all decided by individual workers, according to their fancy.

One feature of these rugs that appeals emphatically to the economical housewife is the opportunity they afford for using up otherwise worthless material. Old pieces of dress material, bits of ribbon, old scraps of fine swiss, or even denim or cotton flannel, can any or all of them be utilized in the same rug, as the greater the variety in texture the more attractive the rug becomes. Care must be taken, however (as before hinted), not to mix too many colors, as they become a weariness to the eye if some restraint is not used in this direction.

Another charming member of the family of homemade rugs is the woven rug made without a loom. This rug can be taken up at odd moments. It is so easy to make that a child can do it; indeed, it is one of the first things that children are taught in the kindergarten — the paper weaving. Exactly the same principle is carried out in rug-weaving.

All that is needed is a pastry board, some tacks, and some old or new rags cut into strips. These are used for both warp and weft. The warp consists of the lines that run up and down in the work; the weft is woven in and out across the warp. The material should be cut about an inch

wide, and may be denim, muslin, or canton flannel. The rugs may have as many colors as desired, or can be two-toned; or a white warp with blue or green weft makes a very pretty rug. After ruling a straight line across the board about one inch from the top, the weaving can be started.

If the rug is to be delft blue and white, the warp should be white and the weft blue. To make the rug the following directions must be followed: First, a strip more than twice as long as the final length of the rug is cut, beginning at the bottom. A tack is then driven in the strip a few inches above the bottom of the board. The strip is then laid smoothly on the surface, and when it reaches the pencil line at the top of the board, it is again held in place by a tack. A twist is then given and another tack is put in the material half an inch further on the line. Near the bottom of the board the second strip is held in place by tacking it, and the end left hanging. Another strip is taken, and the same process repeated until the board is covered with the warp strips.

The next process is the actual weaving. An inch strip of blue is tacked a little below the line on the upper left-hand corner of the board, starting under the first strip of warp. It is then

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woven under and over just the same as darning a stocking.

Keep the woof flat and smooth when it is woven, keeping it as close to the top as possible. When this has been done for a distance of about six inches, take a white strip and weave an inch and a half to form a border, then two inches of blue. Two or three bands of white as a border give the rug a more finished look.

When as much of the rug is woven as lies between the two rows of tacks, remove them, and move up the woven part, and tack across again along the third row of weft from the bottom, placing a tack in each strip of warp, then draw the warp down and tack in place, as when the rug was started. The rug can be any length, but if made four, or four and a half feet, the proportion will be prettier than if it were six feet.

The border at the end must be measured, so that it will come out an equal distance at the bottom as it did at the top. The loose warp ends may be cut off about two inches longer than the rug, and each end turned up and woven upward. The strips do not show when joined, but they must be overlapped and sewn firmly with cotton the same color as the strip. When all the ends are carefully turned under, the rug is complete.

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With so many different ways of utilizing rags and left-overs, surely we need no longer be perplexed with how to use up old materials, and we shall have found not only a means of adding to our homes useful and beautiful rugs, which can be glorified according to our resources and individual taste, but another way of obtaining pin-money by their sale.

RUGS FOR SALE

“Now that there is such a demand for anything old-fashioned, I thought of the plan of making rag rugs for sale, and it was a paying ‘thought,’ for I now have more orders than I can fill. I began by making just one kind of rug from old rags that I begged and borrowed. This was the old-fashioned braided rug; then I made a few of the woven rugs, all of which were sold at good prices. Now I have to buy new materials and have all rugs woven by an old half-breed Indian woman who lives near our village. I am now trying to find an old-fashioned hand loom which I hope to buy with money I have saved, thus keeping all my profits.

“I have also made a few of the old-time ‘pulled’ rugs, a trick I learned from an old Canadian servant we once had.

“I buy cream-colored outing flannel by the

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bolt, thus getting the advantage of wholesale prices, and dye it myself with patent dyes. In this way I am able to fill orders for a rug of any color or combination of colors that a customer may wish.

“During the long shut-in months of winter I make many, many rugs, and when summer comes I sell them to tourists and summer boarders, who are glad to take home souvenirs of such a practical nature. This is something that any girl can do, no matter how untrained.”

R. D.

BAYBERRY CANDLES

“My bayberry candles find a ready market in the east, at Christmas time. One quart of bayberries are needed to make one candle, or one bushel of bayberries will yield seven pounds of wax. The berries are gathered in the early fall.

“In making, I put three quarts of berries into a preserve kettle, and fill to the brim with cold water. This allows two quarts of water to one quart of berries. The water should boil steadily for four hours, then the kettle should be set back on the stove, and the berries should simmer for an hour or two; then move further back where they will only just keep hot. During the hard boiling, keep the kettle filled to the brim with hot water. The cooking down from the boiling

point to the point where the wax begins to form, should be gradual, for the best results.

“Remove the kettle from the range at night and set away to cool. In the morning the wax will have formed into a large cake. Take this out, re-melt, after breaking the cake into small pieces, and then strain through a fine wire strainer. Allow this to harden, after which it should be re-melted once more, and strained through coarse cheese-cloth.

“Wrap a stout piece of paper tightly and evenly about a half candle and glue the edges. Paste a circular piece of paper over the bottom. Remove the candle and pour a little melted paraffin into the paper mold, quickly emptying it out again. This coating will prevent the paper from absorbing the bayberry wax. Notch the top edges of the mold, to hold a common hat pin in place. This pin should be run through a piece of candle wick; the wick should be secured on the bottom disk by a knot. To the melted bayberry wax, I add one-third paraffin. This is poured into the molds which can be held in place by standing them in circular holes cut in a paper box, or in a bed of sand.

“Many prefer the dipped candles. In dipping, ordinary candle wicking is twisted around old-fashioned candle-rods. Dip the wicks in wax,

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set in water warm enough to melt the wax, but be careful that the water is not too hot, just barely warm enough to hold the wax liquid. Layers of wax will form about the wick from a half inch to two inches in thickness.

"Candles made by repeated dippings are known as 'dips' and are regarded as the most desirable form."

CANDLE SHADES

"Our local store is selling for me my home-made candle shades. These are made from silk, lace, cretonne, chintz, flowered wall-paper, and hand painted water-color paper. The Dennison Manufacturing Co. of Boston, will send you much in the way of free instructions regarding the making of paper novelties of all kinds. Many women are anxious to make these lovely little novelties but do not know where to buy materials or how to proceed in the work. The above concern will tell you how to make costumes for theatricals also."

Remember that *home crocheting* for a wholesale dealer, *never pays*. The manufacturers' "home work" is the worst form of industrial slavery against which two or three hours a day does not count even for pin-money.

DYEING WITH PAINTS

"My method of acquiring the coveted extra dollar is by dyeing articles with oil paints and gasoline.

"Get oil paint in the small tubes as near the desired shade as you can obtain. Add enough gasoline to cover the article, then add paint a drop at a time and stir until the desired shade is obtained. Dip the article and then place in the air to dry. In this way plumes, chiffon hats, laces, faded artificial flowers, gloves, hosiery, and almost any article may be dyed. Straw and wool braid hats, canvas and kid slippers may be dyed by applying dye with a toothbrush.

"Try coloring some article that isn't of much value and when you thoroughly understand the mixing of the dye, go to some good milliner, tell her you can do such work, and very likely she will have work for you. Also go to a good dressmaker. She can advise her patrons to come to you to have their gloves, lace to match the new gown, etc., dyed.

"Considering that this plan requires no capital to speak of and that it has proved successful, it only remains for you to give it a trial and be convinced that a neat sum may be realized."

L.

STENCILING

"Strong and well myself, I realized that I ought to earn my own pin-money.

"My talents were limited. I was only, as mother calls it, 'resourceful.' I had already 'stenciled' curtains for my own room, also several cushions; so I experimented until I found what dyes or paints were best on different materials. With a little patience and much use of tissue and carbon paper, sprays and scrolls may be copied from wall-paper and conventional designs on book-covers.

"I made my stencils from heavy manila paper, cutting them out with sharp-pointed shears, and afterward rubbing off all roughness with a strip of sandpaper. Then I gave them a coat of paraffin on both sides. For most fabrics, tube paints thinned with one part Japan drier or two parts turpentine, were the most satisfactory colors.

"I stenciled curtains of scrim, cheese-cloth, unbleached muslin, and pongee; draperies of silk and silkolene, and cushions of many fabrics.

"I received ten cents a strip for bold designs on cotton curtains, and fifteen cents for my cushions with the least work, and the price increased with the intricacy of the pattern and quality of the goods."

A. S.

STENCILING NO. 2

"I have earned quite a little money stenciling curtains for summer cottages. Materials decorated in this manner keep their colors through repeated washings and are not easily faded by the summer sun. I have also done very beautiful and effective stamping with wood. I use a perfectly smooth wooden block and trace the desired pattern on the flat side of this block. Then with very sharp tools, which come for this purpose, I carve out the design leaving it in relief. I have various colored pads, and use this wooden stamp as you would use a common rubber stamp. The carved block is pressed on to the stained pad, and then pressed evenly on to the material to be decorated. The result is all that can be desired and possibly easier to do than stenciling. My charge is \$1.50 a pair for sash curtains, when materials are supplied, or \$3.00 a pair up, for long curtains."

LEAF PRINTS

Leaf pictures, available for many decorative purposes, may be made by any girl who has a little patience. The pictures are printed directly from the underside of the leaf. A supply of the leaves should be obtained when they are plentiful and pressed between blotting-paper until they are flat and dry. The impressions are made

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with oil colors, or printer's ink thinned with a little benzine. The prints may be put on bristol board or water-color paper; a smooth, heavy paper is the best for this purpose.

The process is as follows: Take a sheet of tin or glass, any smooth surface that will not absorb the oil, and squeeze some of the paint or ink upon it. If oil paints are used, the color may be thinned with linseed or poppy oil; if the ink is preferred, thin it with benzine, taking care that the bottle is corked after the fluid is poured off, as benzine is very inflammable.

Lay the leaf on a sheet of newspaper; run over it a rubber roller, which has been evenly covered with the ink or the paint by running it over the coating spread on the glass or tin. If no roller is available, the paint or ink may be put on with a pad made by rolling a bit of cotton in cheese-cloth.

Next take up the leaf by the stem and placing it, moistened side down, on the paper on which the print is to be, cover it with a piece of thin white pencil paper and, with a finger held over the center of the leaf to keep it from moving, rub all over it with the forefinger of the other hand; then remove the paper and the leaf. If the work has been carefully done, a perfect impression of the underside of the leaf will be left on the sheet of paper. Parts that are dim may be touched

up with a fine camel's-hair brush. As leaf impressions may be applied to silk or smooth white wood, many fancy articles may be designed. Calendars, barometers, picture frames, etc., are some of the more obvious articles.

Handsome accessories for the dinner or luncheon table may be created out of the colored leaf impressions, such as *ménu* or place cards. Thick, smooth water-color paper is the best for this purpose, but it should not be so thick that the leaf cannot be cut out around the edges with a pair of sharp scissors.

Calendars may be made in two ways: first, by pasting a calendar pad on the leaf print, which may be suspended by a ribbon, or if a desk calendar is desired it may have a support pasted to the back. The second way is to cut slits through the leaf print and paper, and run ribbon through three separate places; on the upper ribbon the months should be painted, the middle ribbon should contain the days of the week, and the lower ribbon the dates. These ribbons may be pulled back or forth as needed to change the dates.

To make picture frames the leaf prints may be made on the water-color paper before mounting or directly on the frames.

Red, brown, or yellow oil paints, matching the colors of the autumn foliage, may be adopted

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for this purpose in addition to leaf green. Lettering and a border for a *ménu* may be applied with gold or silver paint. A ragged edge of the gold may be applied to the edge of the leaf to soften the cut part.

DESIGNING AND STAMPING

“My pin-money is earned by designing and stamping materials for embroidery at home.

“I had notified all my friends of my work, and they have been kind enough to mention the fact to others and send me all orders possible.

“I carry a full line of silks, which I buy from the manufacturer, also perforated patterns, cottons, needles, etc. I am teaching embroidery in spare hours, having one class of seven young girls, who pay twenty-five cents a lesson.”

SCREENS

“Folding screens are always decorative and useful in home decoration. Though an amateur, I have been very successful in this work.

“One of my screens, which sold for a fair sum, had for its panels unbleached muslin. The designs were worked in green and blues. At the base of each panel was a conventionalized design of peacocks. The panels were lined with forest green silkoline.

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"Sailcloth, burlap, linen, silk or wood are used for panels. One exceedingly pretty screen had for its lower panels plain burlap, while the upper panels were of plain wood stained a soft green and decorated with an iris design. These screens sell from \$3.00 to \$15.00 each."

CHINA PAINTING

At Asbury Park this summer a capable little woman made a goodly amount by conducting an art novelty booth in one corner of the glassed-in reading room, on the long pier.

This woman did beautiful china painting, and all through the winter she had been making ready for the summer sale.

Dainty after-dinner coffee cups, belt buckles, hand-painted hat-pins, calendars, and little novelties of all kinds found ready sale here. If the girl who is artistically inclined would prepare for three sales a year, one before Easter, a mid-summer sale at some resort, and a Christmas sale held in a hotel, where space can always be rented, she would find a ready market for all the dainty things she could get together.

JACK HORNER PIES

Anything in which favors can be concealed will pass muster as a "Jack Horner Pie."

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Each of the special holidays presents an additional opportunity of reaping a financial harvest by meeting the demand for appropriate, symbolic designs.

Christmas calls for stars, wreaths, snowballs, bells, chimneys, sleighs, and Santa Clauses; Valentine's Day rings the changes on the heart and Cupid themes; St. Patrick's Day calls for every conceivable combination of shamrocks, lucky pigs, snakes, pipes, etc.; while Easter, Hallowe'en, Thanksgiving, and the various patriotic holidays all have their distinctive emblem.

Then there are the wedding and other anniversaries, besides many special occasions, such as class suppers and club affairs, all of which may be made to pay dividends to the "Pin-money Girl" who is as nimble of brain as of fingers. The field thus opened is an exceedingly profitable one, the returns being based almost entirely upon artistic skill and ingenuity. The cost of materials rarely exceeds two dollars, while the finished product may bring from three to twelve dollars, exclusive of favors.

DINNER, TALLY, AND MÉNU CARDS

For the every-day girl whose only claim to genius is the praiseworthy "capacity for taking

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pains," and whose business equipment consists of little else than good taste, a fair degree of manual dexterity, and a desire to make money, the decoration of place, tally, and *ménu* cards, with designs cut from paper napkins, offers interesting possibilities.

To begin with, but little capital is required; the cost of the highest grade, fast color napkins is but thirty-five cents a hundred, while a ten-cent sheet of bristol board, to be had at any stationer's or printer's, will make from two to four dozen cards. A bottle of gold tinting fluid for finishing the edges will increase the total by another dime, while a supply of art paste, an extra dry white paste, made especially for paper work, will cost all the way from ten cents for a good-sized tube, to seventy-five cents for a jar that holds a quart.

In the second place no special skill or training is demanded, neatness of workmanship and a certain sense of balance or proportion being the chief requirements; while third, the market for such wares is practically unlimited, hardly a village in these days being too small to boast of its Bridge and Euchre clubs, and its sociable round of luncheon and dinner parties.

The biggest demand is naturally for designs suited to the various national holidays, and

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thanks to the enterprise of the napkin makers, an abundance of decorative material is ready to hand.

Designs which embody a class flower or the symbol of some secret order, are frequently called for, the large range of floral patterns, as well as napkins printed with the insignia of the Order of Elks, Eastern Star, and Masonic Fraternity, making the execution of such commissions an easy matter.

Place cards naturally fall into two classes, those in which the decoration is applied to the card itself in the form of a corner or border design, and those in which a flower or figure is cut out and mounted and a small place card then pasted across it. The latter style is the easier to make, and as profits in this line of work are in direct ratio to speed of execution it should be adopted wherever possible.

The reason why the second type of card is easier to produce will be readily understood when the two methods of making are described.

In the first the space to be occupied by the card proper is marked out on a piece of fine bristol board. Then the flowers or figures with which it is to be decorated are cut out, following the outlines carefully on the parts of the design which are to overlap the card, and pasted in position.

Here it is that the extra time is spent. The utmost care must be exercised to avoid smearing the exposed surface of the card with paste, and as the paper napkin stretches when wet, much dexterity is required in handling.

In the second type of card, time may be saved at the very start by roughly blocking out the flower spray or other decorations with the shears, instead of following the minute details of the design. With a wide, flat brush, paste is applied to the entire surface of a piece of cardboard, upon which the paper decoration is placed and patted down lightly with the palm of the hand until it adheres at every point.

When dry, the design and the cardboard backing are cut out together, thus saving one operation.

A small white card on which to write the name is then cut out, the edges gilded, and pasted across the decorated background at the most effective point, so as to cross the stem of a flower.

Tallies may or may not be furnished with pencils and cords attached.

In some cases they will be ordered with the words "Table No. ——" and "Couple No. ——" lettered at the top, and in others the blank tallies will be preferred.

Ménus offer perhaps a greater variety than either place or tally cards.

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Not infrequently the hostess ordering *ménu* cards for a small party will wish to have them hand lettered, and it is therefore desirable that the "Pin-money Girl" add to her list of assets a practical working knowledge of the science of lettering. It is not a difficult art to acquire, at least to the degree needed in this work, and any bookstore will obtain, on request, a list of text books on the subject, if the library does not contain them.

The prices to be charged for this work vary with the locality; a Fifth Ave. shop in New York City, for instance, would be able to sell a given article at a price considerably higher than could be obtained in a little New England village. It is safe to say, however, that the average price of place cards should range from fifty cents to \$3.00 a dozen. Tally cards without pencils sell from seventy-five cents to \$4.00 a dozen, and *ménu* cards from \$1.25 a dozen for a simple card to from \$4.00 to \$12.00 for elaborate folders, these prices being exclusive of lettering.

In closing, a few words on the various ways of disposing of these wares may not come amiss. The most direct method is to insert a small advertisement in a local newspaper, repeating it at regular intervals, and carry at home a small stock of seasonable designs for filling "emergency

orders," and a set of samples, always kept fresh and up-to-date for the inspection of those who call, to enable the worker to make their cards to order.

The latter is preferable by far, as it eliminates the necessity of keeping a large stock on hand. Also arrange with a local stationer to keep on his counter a scrap book containing a full set of samples with the prices plainly marked. He will of course charge a commission on all orders taken, ranging from twenty per cent. to twenty-five per cent.

A duplicate set of samples should be kept at home so that orders can be placed by number.

Finally the Woman's Exchange offers good possibilities as selling media. They charge a small membership fee, usually from \$2.00 to \$2.50 a year and ten per cent. commission on all sales.

PIN-MONEY PHOTOGRAPHY

"My camera has brought me in over \$200 during the past year. Everybody likes pictures of the people and things which interest them the most. I have found that if a person can take good pictures with the little hand camera, she can always sell them.

"If you own a camera and know how to use it

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and it does not bring you in pin-money, it is because you do not wish to earn money, not that you cannot do so, because very young children of my acquaintance are earning all their spending money in this way."

AMATEUR PHOTOGRAPHY

"I have earned a neat little sum by developing films for my friends.

"Sensitized photographic postal cards are not expensive, and local views, historic scenes, attractive poses of the children in your neighborhood, will all sell quickly.

"If you can take the pictures of very young children well, you will find that every mother in your neighborhood will become an eager customer.

"Newspapers and magazines are constantly buying pictures; historic scenes, pictures of a disaster, a fire, flood, windstorm, or wreck can be sold to your local paper, or to the big dailies if the scene is one of more than local interest.

"The enlarging and coloring of photographs is most interesting and profitable work, and to the seeker after pin-money it opens up an unlimited field of remunerative work.

"Be on hand with your camera at graduation time, when the football or baseball games come

off, at picnics, when there is a parade, at the seashore and mountains.

"Pin-money photography is easy and delightful work for a woman."

CLAY MODELING

"My one delight since childhood has been to fashion pretty things out of clay. It occurred to me last summer to turn this talent to monetary account.

"A protected corner in a pavilion at one of the large seashore resorts was rented for July and August. My work bench, with its revolving wheel and few simple tools was duly installed, and my work began in earnest.

"A crowd was gathered about my table the greater part of the time, as I formed vases of all sorts, ash and pin trays, candle-sticks, and rose jars.

"The most elaborate articles took but a few moments to shape. These quickly dried, and my assistant with brush and color gave the finishing touches which made them exceedingly pretty.

"These articles sold from ten cents to twenty-five cents each.

"My receipts averaged from \$7 to \$10 a day."

OLD-FASHIONED MIRRORS

"From a wholesale concern I purchased beautiful colored pictures, for a third to a half cent each,

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in gross lots. With a machine which cuts out 5000 frames an hour, I can make up hundreds of the long, old-fashioned, narrow mirrors, which have the colored picture in the upper third, and the long mirror occupying the lower two-thirds of the frame. The cost of making up these quaint, old-fashioned mirrors never exceeds seven cents. Most of them only cost five cents to make, and they sell as fast as I can make them for fifteen cents each."

PYROGRAPHY

"My pyrography outfit has brought me in quite a little spending money. I have burned initials and monograms on leather novelties, decorated handkerchief boxes, book covers, etc."

LEATHER WORK

"There is an indescribable charm in an untouched piece of leather, beautifully tanned; it is full of possibilities. The finished work, however elaborate, lies somewhere within it, and the slow and laborious process of molding it to express one's thought, is distinctly fascinating.

"Whole skins may be decorated and used as table covers. The circular table mats, book covers, desk pads, magazine holders, etc., find a ready sale.

"A person can also buy at wholesale, bags,

sewing-rolls, pocket-books, leather-covered pencils, match-boxes, etc., in the plain leather, and names and monograms can be quickly burned onto each article, as sold."

BRASS WORK

"Art brass piercing is a new branch of art that can be successfully executed in the home. It is a simple and fascinating pastime, and the results will be found satisfactory. In this new material, you are able to secure many designs, including candle-shades, fern-dishes, jardinières, picture-frames, and pin-trays, which make delightful all-year-round gifts.

"The material, a sheet of designed brass, and the tools may be bought at any art store. The worker will need steel piercers, drawing-board, thumb-tacks, brass pin-head fasteners, a pair of scissors and some art brass polish or antique lacquer to give a polished or antique effect if desired.

"The sheet of designed brass is fastened on the drawing-board with the thumb-tacks. The design on the sheet of brass is outlined with the steel piercer by small holes close together, the background is then filled in with larger holes. After the brass has been covered with perforations, cut out the form with a pair of sharp scis-

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sors, bend it to the desired shape and fasten with brass fasteners. The article is then ready for the art brass polish or the antique lacquer. These articles will find a ready sale throughout the year, as they make such practical gifts for grown-ups.

“The art sheet brass designs cost from twenty-five cents up; the steel piercers with one and one-quarter inch blade can be bought for twenty cents each; the drawing-board for fifty cents, and art brass polish or antique lacquer for fifteen cents a bottle. The finished article will be pleasing to the eye, and the money which you will receive for it will far exceed the original cost of the material.”

M. F. A.

HOW TO COLOR PHOTOGRAPHS

The art of coloring pictures is not difficult to acquire. It requires a knowledge of colors and how to use them, extreme care and taste. It is a pleasant occupation for rainy days, and for the invalid it offers an interesting way of spending the long hours. It can, by proper methods, be made to yield an income to the woman of cultivated tastes, and to the seeker after pin-money it offers opportunities not to be despised. There are no great difficulties to surmount, and the working tools are quite few in number and inexpensive.

It is best to start with few colors at first; cobalt, sepia, emerald green, violet, burnt sienna, gamboge, vermilion, and Vandyke brown will be found to answer almost every requirement. A white plate to mix colors on, a bowl of clear water, a sponge, a blotter and a red sable brush, about No. 7 (although both larger and smaller sizes can be used with equal success), complete the equipment. A north window will be found to have the best working light, which is a requisite.

The character of the print will have much to do with the effect, as any attempt to lighten a very dark print will only make it appear dauby, and the shadows will overpower the tint. Have the prints clear and just dark enough to clearly define all objects and give to them their relative values. Any of the mat surface papers will be found easy to color, but glossy papers are harder to work on and less satisfactory. It is quite worth while to experiment on different sorts of paper until you find the sort which you can work on with best results.

If the paper appears greasy, rub it lightly with a piece of soft rubber eraser, or a soft cloth moistened with water to which a small amount of prepared oxgall has been added.

If the paper is porous, care must be taken to lay on the washes evenly, for they cannot be al-

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tered when once laid on. Some papers have to be treated with a medium before they will take the color, but such papers had best not be used by the amateur. The paper used by almost all kodak finishers takes the color well and is easy to work on.

In the coloring of landscapes, observation is worth more than suggestion. The sky in the bright sunlight should be tinted a delicate blue, stronger toward the zenith and fading out as it approaches the horizon. The depth and extent of this tinting will suggest morning, afternoon, and evening as it varies in intensity and extent. Clouds require care to make them appear fleecy. Sometimes it helps one to wet the entire sky with clear water, blotting off the surplus water and taking care not to have the paper too wet or it will wrinkle. Put in the spaces between the clouds with strong color; then, with the brush rinsed in clear water, soften the outlines and carry some of the blue in feathery touches into the clouds. Towards evening there is a yellow tint near the horizon which gradually widens, and around the setting sun will be gradually blended into a vermilion tint.

The horizon itself will gradually vanish into a violet haze, and where a great distance is to be suggested, a little Chinese white may be added

to the violet in the extreme distance. Sunlight through the trees, or on the lawn is well suggested by emerald green mixed with gamboge, or even pure gamboge. Little flecks of pure gamboge always give life to a bit of sunlight.

The green of the trees, grass, etc., not in the sunlight may be indicated by washes of emerald green, the shadows taking on more blue and the deep shadows receiving a wash of violet or purple. Unless a ray filter has been used, the color of flowers will have to be put on with a body of Chinese white, to render it opaque.

The road may be tinted in sepia, with a little touch of Vandyke brown in places and a wash of blue in shadows. Burnt sienna is useful in coloring rocks, fences, twigs, etc. Lakes and rivers will reflect the sky, and the green of bushes on the bank may be repeated by a light wash near the water's edge.

If the print is of a scene with which you are familiar, go out and look at the natural colorings of the place. This will help you greatly in getting your colors right.

Use all the colors in moderation and try not to have large washes of any one color. Try to suggest the colors of Nature by a light tint that will stimulate the imagination, but avoid the garishness that characterizes so many cheaply

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colored prints. The study of good landscape paintings and the color plates of magazines will teach one a great deal, and experiment will also be found as valuable in this as in other things. If a print after the first attempt is unsatisfactory, sponge it off gently with clear water to which a little ammonia has been added, and you may try over again.

A daintily colored print mounted on a piece of water-color paper, or on a harmonious shade of cover paper, with a small calendar glued on the card and finished by a pretty bow, will be a bright and attractive gift, and such calendars are in demand by all the art and dry-goods stores. As luncheon favors or place cards, a scene familiar to all, or just an artistic bit of roadway when colored and mounted will be both unique and pleasing. And what prettier valentine could be imagined than a colored photograph of some favorite haunt, mounted on a heart-shaped card? Christmas and birthday cards, too, may be worked out in many distinctive and effective ways.

For the coloring of portraits more skill is required and also a greater variety of colors. It is too big a subject to deal lightly with, but a few suggestions will start one on the right way.

You will need another brush of red sable,

size No. 2, and be sure that it comes to a good point and is springy.

For colors you will need pink madder, Venetian red, brown madder, cobalt, Chinese white, Indian red, Indian yellow, vermilion, sepia and burnt sienna.

Cover the print to be colored with a piece of clean paper, to keep it free from the grease of the hand.

Using a white china plate as a palette, mix a flesh tint of pink madder, vermilion, and raw sienna, or vermilion and Indian yellow. Wash the flesh tint on, being careful to cover all the flesh and leaving the eyes clear. This first wash will grow lighter as it dries, and after it is dry, stipple the lips with a carnation tint composed of pink madder and vermilion. This carnation tint will also do for the cheeks, but it must be stippled on very carefully. Touch the pupil of the eye with sepia, and if the eyelashes show, use sepia to indicate them. The deep shadows of the nostrils, ears, and mouth are best indicated by brown madder. For the shadows of the face, Indian red lowered with cobalt should be hatched on with a nearly dry brush, care being taken not to leave a spot of color at the end of the stroke. The high lights on the forehead may be put in with a little Indian yellow

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and white, and the edges of shadows stippled with cobalt. Care must be exercised constantly to avoid losing the expression and modeling of the features. It is hard to repair a mistake and better to go slowly enough, so that mistakes will not occur.

The hair should be covered with a wash of the local color, then the darkest and most decided forms given their proper strength. Reflected lights on the shoulders, neck, etc., should have a delicate tone of yellow.

Wash the background in with a very broken outline, and with a brush rinsed in clear water and passed over the blotter, to remove the excess of water, work all the outer edges until they are feathery.

Good portrait colorists are in demand by photographers, and where the work is as daintily done as a miniature it commands a very good price. It is work that is well adapted to women, but only a comparatively short time each day should be given to it, as the picture will suffer from nervous or tired strokes.

Babies' pictures are fascinating to work on and they gain much by coloring. As a reminder in after years of baby's soft, golden hair or his apple-like cheeks, the colored photograph is only surpassed by the miniature, which is so

much more expensive that it is not within the reach of all.

If you are a good photographer with a kodak and can snap some fetching pictures of neighborhood children, you will find a ready sale for these when carefully colored and framed.

Experiment, care, and observance of Nature will develop the colorist and teach her a fascinating pastime, or a remunerative profession.

ETCHED METAL

The new etched metal work, which is having such vogue just now, is in reality not new at all. In various forms it has been used by jewelers and metal workers for many years, but it is only lately that its possibilities for the amateur have become known.

Indeed, etching on metal is one of the easiest and most possible of handicrafts for the unskilled worker. It requires few tools, almost none, in fact. A paint-brush or two, a sheet of carbon-paper, a lead pencil, a smooth crockery or glass bowl to hold the acid bath — all of these things are at hand in the average household. There is no pounding, no bending, no heavy work of any kind as in most metal work. All is of the simplest and easiest.

As to the working materials, any plain brass

or copper article may be decorated. Trays and bowls of various sorts, tea-caddies, book-ends, jardinières, fern-dishes, trinket boxes, desk fittings, and so on — are some of the things which may be bought undecorated and changed into something quite individual and beautiful.

In all cases the method of working is the same. No one need hesitate to try it if willing to follow the simple directions carefully and absolutely to the letter.

The process in brief is this: A design is placed on the metal article to be decorated. The parts of the design which are to be in relief are painted over with asphaltum paint, and so is all the rest of the article, in order that the acid may not eat into the rest of the metal. The article is then immersed in diluted acid which slowly eats away the unpainted portions of the metal and leaves the design in clear, bold relief.

Let us take a little brass tea-caddy as an illustration of how the work is done, carefully following every step of the process.

First of all, the piece is thoroughly cleaned with a small scrubbing brush wet in lye-water, then dipped in finely powdered pumice. Too much attention cannot be given to having the metal perfectly clean before transferring the design.

Upon that part of the tea-caddy to be decorated a piece of carbon-paper is placed, carbon side toward the brass. Above this is laid the paper on which the decorative design is drawn. Then with a hard pencil pressed down firmly, the outline of the design is gone over. On removing the paper, there is a faint carbon outline on the brass and this is now scratched on with a penknife or sharp nail, so that it cannot be readily obliterated, as the carbon lines could.

The transferring process with the carbon-paper and knife is repeated until the design has been scratched on all the way around the tea-caddy.

After this, another good scrubbing with lye-water and powdered pumice is necessary in order that the metal may be clean before the asphaltum paint is put on. Asphaltum paint, procurable at almost all paint and hardware stores, is painted on, using a cheap brush of the sort used in oil painting for the design itself, and a larger brush (to make the work go faster) for the rest of the tea-caddy. The places to be etched or eaten away are left bare.

After painting, the tea-caddy is set away for twelve hours to allow the asphaltum paint to harden. It is then immersed in a glazed earthen

bowl, filled with a bath of two-thirds clear water, one part nitric acid, C. P. The acid is handled most carefully, and the bowl kept covered, as the fumes are both disagreeable and harmful.

The tea-caddy is looked at occasionally (lifted out with a stick, though rubber gloves might be used to protect the hands) to see if the etching is deep enough. A little experience will soon enable one to know this. In general it depends upon the thickness of the metal.

After the design is etched deeply into the metal, the tea-caddy is taken out and washed in cold water. As soon as it is dried, the asphaltum paint is removed by a good soaking in kerosene, and the whole tea-caddy is rubbed and polished.

For those who cannot obtain the asphaltum paint there is a substitute to be had in pure beeswax. The great disadvantage in working with the wax is, that it must be melted and kept in a vessel of hot water while it is being painted on. As it hardens very quickly on the brush, the painting must be done very rapidly and accurately. However, when the design is painted on the metal in wax, it can be at once put into the acid bath and does not need to be set away for a time to harden like the asphaltum paint.

Almost all of the novelty and Oriental shops

have a stock of goods in plain brass and copper, which may be decorated in etched work. If one desires, an initial or monogram may be drawn on the metal and etched into relief, making a simple and effective decoration.

Brass is usually left bright, but a very beautiful color effect may be obtained by coloring the brass with three and one-half ounces of copper carbonate mixed with one and one-half pints of strong spirits of salamoniac. Allow this to stand, then shake. It must form a precipitate. Dilute with one-half pint of water and let stand a day or two before using. The mixture is then painted on the object with a brush.

To give copper the rich dark brown seen on so many of the best craft-worker's pieces, dissolve a piece of flower of sulphur, about the size of a hickory nut, in a kettle of boiling water and immerse the copper piece in it. Care must be taken to cover the entire object first, otherwise it will color unevenly. Allow the metal piece to become dry, then rub all over with sperm-oil. High lights may be rubbed up with the palm of the hand.

A caution is necessary to those who are not familiar with handling acid. Nitric acid is a deadly poison, and will, if it gets on the flesh,

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quickly eat into it, leaving a frightful sore. If it is splashed on fabrics of any sort it will at once eat holes in them. Handling it, therefore, must be done with the utmost caution. It is well for the worker to wear a big apron of some coarse material to protect the clothing, and rubber gloves for the hands are necessary. The utmost care should, of course, be taken to keep it out of the way of children and animals.

Bold conventional designs are the only ones suited to this kind of work.

It is better to begin this work with some very simple piece, such as a paper-knife or very small tray, choosing a bold design with no elaboration. The beginner who attempts an ambitious piece will often be disheartened at the result, for with etched metal as with all other handicrafts, be they ever so simple, practice brings a knack which makes for perfect work.

CHAPTER VIII

TEACHING

MANY a woman has an aptitude for teaching and has also particular information that other people will gladly pay to acquire. It is almost always possible to form classes or find individual pupils if you have the required knowledge and the desire to impart it. Below will be found suggestions on various subjects which are likely to prove popular and successful ones for a pin-money earner to teach.

COOKING AND MARKETING

“Twice a week a class of ten girls meets at my house for a lesson in cooking. Twice a month we visit the market, and the girls are instructed regarding the various cuts of meats and the prices of meat and fish. The course of twenty lessons costs \$5.00 and the parents are only too glad

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to pay this small amount for the practical instructions received."

RIDING AND DRIVING

"A woman with good knowledge of horsemanship, perfect health, patience, and courage can earn a nice little sum by teaching riding and driving. In teaching children, infinite pains must be taken and the teacher should be most conscientious."

TRAVEL CLASS

"One evening a week I have devoted to a Travel Class. Ten young women meet at my house. I supply maps and guidebooks, and we pore over these until we have a comprehensive idea of the city we are 'visiting' on that particular evening.

"Nearly every girl has a longing to travel, but when one has a limited income and vacation trips are out of the question, there is a vast amount of pleasure to be derived from these imaginary trips at home. Before each weekly meeting, I spend many hours in our public library gathering all the interesting facts possible about the place to be visited the coming week and in this way, a brief lecture is prepared. Each girl pays twenty-five cents an evening; refreshments are

served, and after our study hour is over, there is music or dancing."

NURSE'S LECTURES

A young woman who has graduated as a trained nurse writes us that she has successfully organized several classes of young married women, to whom she is lecturing twice a month. The course of lectures cost only \$1.00 and her income from this source has been over \$250.00.

SWIMMING CLASSES

"Last summer I successfully organized a swimming class at a seaside resort, and at the end of the season had earned \$175.00. Many persons go to the seashore every summer who do not know how to swim and when they see others having a good time in the water, they want to join in the sport.

"Some women object to taking lessons from a man, and mothers feel safe in entrusting their little girls to my care."

PIANO ACCOMPANISTS

"Many well-taught pianists are not a success in securing pupils, but if one is a good accompanist, the demand for such work exceeds the supply and the remuneration is all that can be

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desired. The course at the School of Accompanying, consists of twenty lessons, by which one is fitted for studio work."

WHIST TEACHING

"I have been successful in earning more than pin-money, by giving lessons in whist at several of the large summer and winter hotels. My prices for private lessons are \$1.00 an hour, and from \$3.00 to \$5.00 for a two hour class lesson. There is a great demand for teachers in whist and chess, at the fashionable summer resorts."

BRIDGE WHIST

In this day when a knowledge of bridge whist is almost a social requisite, there are many who will gladly pay for lessons in the game. A clever woman with a thorough understanding of bridge, good "card sense," and a little patience, will have no difficulty in forming classes. One girl I know has a different class at her home every day in the week. There are four in each class, the lessons last two hours, and she charges two dollars per hour, making the cost fifty cents for each pupil. She prepares some of the hands before the lesson and watches each play, criticizing and explaining at the time, and discussing the hand afterward, especially. The length of the lesson is

optional with the pupils, but she limits each class to four people, as better and quicker results are obtained when her attention is undivided. There is no expense except for cards and score pads, and her love of the game makes this very lucrative employment a real pleasure.

CORRECTING SCHOOL PAPERS

“I have earned \$5.00 by assisting in the correcting of school papers. My sister is a teacher in the grammar school and I am a Freshman in the High, so am pretty well qualified to help her out at times.”

COACHING BACKWARD PUPILS

“My summer has been spent in coaching backward pupils. I called upon the teachers in our public schools and from them secured the names of children who were ‘conditioned’ in their promotion, or who had fallen hopelessly behind on the year’s work. My charge was fifty cents a lesson and every morning was devoted to this work. I have earned \$60.00 in this manner.”

TEACHING DELICATE CHILDREN

In one of our large cities, two refined women take delicate children to board and educate. These children are not feeble-minded, but are

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not strong enough to attend to their studies regularly. The charge for care and tuition is \$10.00 a week for each child.

“I have organized a small class of children, for the purpose of teaching them to read, speak and sing correctly. The children meet twice a week at my home for a one hour lesson. The cost of the twenty lessons is \$5.00.”

ANOTHER SUCCESSFUL COACH

“I am an ex-teacher and live in a small city where fathers and mothers think they are too busy to study with their children, so several of my young friends got into the habit of coming to me with their school work. I was willing to help them, but they often came at inconvenient hours, so after consulting the superintendent of schools I evolved this plan:

“I fitted the large back hall, for which we had no special use, as a study. The floor was hardwood, oiled. I used no rugs and the furniture consisted of a large table, chairs, and a bookcase, containing my school books, dictionaries, and reference books.

“I visited the mothers whose children I had been helping and told them I was ready to give them any assistance they needed in their school

work. Children in the grades would be received from five till six o'clock and high-school students from six until seven o'clock in the evening, and all grades from seven until eight in the morning. My charges were fifty cents for an hour and a dollar for two hours daily assistance. There were many school children living near me, and so many came, that I limited my class to fifteen. Some wanted special drills before examinations and after absence from school, so I arranged to give 'cramming' lessons at fifty cents per hour. I have enjoyed the work, and my income has been nearly as much as I had over expenses when teaching."

M. B.

HOME KINDERGARTEN

A busy mother in the Middle West has a small kindergarten of ten pupils in her sunny dining-room. Each child pays fifty cents a week for instruction. This mother has taken no courses in kindergarten work, but purchased a few of the Froebel books and studied nights, devoting two hours a day to the teaching of her own children, before she opened the school.

SAND-PILES FOR CHILDREN

One frail girl, who is not strong enough to do any outside work, had a load of sand brought to her yard and sent out little invitations to the

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children of the neighborhood inviting them to visit the "Sand-Pile Lady" on a certain afternoon, from two until four. She then sent out notices to the mothers, to the effect that children could be left in her care daily for a small sum, should the sand-pile prove a diversion. The children had such a glorious time with her, that she has been able to earn considerable, though far from strong.

AN OUTDOOR KINDERGARTEN

"Having a large orchard back of my house, I utilized it in this way. I sent cards to mothers of small children in my town stating that I would amuse and instruct children (out of doors on pleasant days), six days a week from nine to twelve, for seventy-five cents, or for fifty cents each where more than one child came from a family. I could not take all the children who wished to come. We had a sand-pile, learned to play games, etc.

"Under an apple-tree we had a long, low table with kindergarten chairs, and here we had stick-laying, pasting, clay-modeling, paper-folding and cutting.

"On rainy days, the chairs and table were brought inside, and the work carried on in the attic.

“ Sometimes we offered a reward of gingerbread men and women, or some other goody when the work was especially well done.”

DANCING LESSONS

“ Dancing lessons have supplied me with all my pin-money this past year. Once a week a class of forty children meets in the club-house. This class lesson pays me \$20.00 an evening, at the rate of \$10.00 for twenty lessons. No refund is made if a child loses two or three lessons but in case of prolonged illness, a discount is made. Saturday evening I have a large class of the older boys and girls, also men and women, who pay \$1.00 a lesson. Out of the amount taken in, I pay \$10.00 a week for the use of the two halls, and \$1.00 a week for light and heat.”

CHILDREN'S PARTIES

“ Over \$50.00 have been earned by planning children's parties in the town in which I live. I have also acted as ‘coach’ in getting up minstrel shows for the children, and little Christmas plays.”

BOTANY CLASSES

“ I think I have averaged over \$25.00 a year by taking children into the woods and studying

nature. Botany classes are popular, as the children enjoy the trips into the suburbs to gather specimens. I charge twenty-five cents an hour, and Saturday afternoons are devoted to this work."

PICTURE-MAKING

"I have a class of children who meet at my home Saturdays for the purpose of cutting, pasting, and mounting of pictures. From one of the wholesale kindergarten supply houses, large sheets can be purchased on which are pictured the various rooms in the home, unfurnished. From old magazines the room furnishings are cut, and the child who succeeds in furnishing her room in the most practical and artistic manner is given a small prize. I have also sold many sets of wooden animals cut from a few feet of three-ply wood. This retails for twelve cents a square foot.

"*The Woman's Home Companion* furnishes paper patterns for these wooden toys which are so popular in the nursery. In writing for patterns address the letter, 'Jig-Saw Toys' care *Woman's Home Companion*, 381 Fourth Ave. New York City.

"For a few cents a large map of the United States can be purchased. This can be glued securely on a large sheet of cardboard and then

cut into a 'Dissected Puzzle' on the boundary lines of the states. These maps will sell for \$1.00."

MUSIC LESSONS

"Being a busy housekeeper and a mother I found my time very limited for work other than my every-day duties, yet I determined to earn something myself. My plan is not original, as there are thousands of music teachers, but perhaps they do not teach at night as I do.

"As my husband's work kept him from home until late each night, I decided to make the long evenings profitable, as well as pleasant, by giving music lessons to some of my friends, who were working girls, and could not study music except at night after their day's work at the office.

"I have six pupils, all from my own neighborhood, and I thoroughly enjoy my work."

M. B. G.

DRAWING LESSONS

"At present I am earning \$3.00 a week by teaching drawing to a class of twelve little girls. Two afternoons a week they meet at my home and as they are only beginners, the charge for the two lessons is only twenty-five cents weekly, for each pupil. I also have an evening class of older girls, who pay fifty cents a week each."

STORY-TELLING TO CHILDREN

“Have something like the following pamphlets printed and distributed to all the families of your neighborhood. ‘The Children’s Story Hour. On Tuesday and Friday, between the hours of two and three, Miss Jones will hold a Children’s Story Hour at (mention the place). The price for subscribing for the whole series of stories (which may last any length of time desired) is (mention the price). These stories will be both entertaining and instructive.’

“After giving the above pamphlets out, visit the homes and get the parents into the spirit of the scheme. Have a perfect little fairy room fitted up in which to tell your stories which could be made quite interesting if you could have older children dressed up to represent some of the characters mentioned. If care is taken in the selection of the stories, if you study the relating of the same carefully, and if you love and understand children, this scheme will meet with success.

“Early in the summer, have a carpenter build a platform for you in a shady lot. Have posts put up at intervals so that you may have growing vines in abundance in the room, making it as attractive and cool as possible, and finally cover the floor with matting. Have little low chairs and play tables out here and during the warm

summer months your Children's Hour will be overflowing with tiny summer boarders, as well as children who are neighbors the year round."

J. R.

ANOTHER SUCCESSFUL STORY-TELLER

"Since I was a small child, I have loved to tell stories, or 'spin yarns' with the younger children. During recess, when a child, my classmates would keep me busy telling stories, and since reaching womanhood, my love for story-telling is as keen as ever. I, therefore, decided to organize a 'story-telling class' for children, which I have held in our large parlor twice a week, from four to five o'clock.

"My charge is five cents an hour and I have entertained as many as sixty children in an afternoon. During two evenings a week, I have a class of older girls, who have passed beyond the story-telling age. These evenings are spent in reading the best fiction, in taking up courses of travel, etc. The charge for these readings is twenty-five cents an evening. Hot chocolate and wafers are served during the cold weather, and punch, or ice cream and wafers during the warm weather."

AMUSING INVALIDS

"My work is that of amusing little invalids and convalescents. Nothing affords a child greater

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pleasure than the colored modeling clay. I have purchased the various colors in one pound bricks, which should cost only twenty-five cents each. My working tools are a few toothpicks and a knife. I have fashioned all kinds of fruits, animals, dolls, cakes, etc., from the clay. I also take with me a pail of seashore sand and a few tin molds. The sand is dampened slightly and warmed, to avoid any possible chill to the child's hands. These simple toys will make an afternoon pass quickly. My charge is \$1.00 for an afternoon's work."

CHILDREN'S PARTIES

"For years I have clipped everything I could find in the daily papers and magazines on 'Home Entertainments,' 'Games for Children,' and 'Ideas for Church Fairs.'

"I am now prepared to take charge of children's parties and to offer suggestions regarding ways and means for earning money at church fairs, etc. These valuable suggestions clipped from the magazines have made it possible for me to earn over \$100.00 this past year."

PAPER-BAG COOKING

"I have succeeded in earning over \$50.00 this year by giving lessons in Chafing-dish cookery. I am now taking up the popular Paper-Bag Cook-

ery, and have been instructing a class of young married women in this branch of culinary art.

“The following suggestions will prove helpful to many who cannot take a course of this kind. “Select a bag that fits the food to be cooked. Grease the bag well on the inside, except in case of vegetables, or when water is to be added. When food is seasoned and otherwise prepared, place in bag, fold mouth of bag two or three times, and fasten with a wire paper clip. Also fold and fasten with clips the corners of the bag, to make it fit the food snugly. If the bag leaks in cooking, do not transfer food to another bag. Simply put the bag within another. Place the bag in oven (gas, coal, or oil), on grid shelves or wire broilers, never on solid shelves. Do not open or move the bags when once placed for cooking. Put roasts and entrees on lower shelves, fish on the middle, pastry, etc. on the top, where heat is most intense.

“Have the oven hot, (200 degrees Fahrenheit) by lighting the gas eight minutes before putting in bag, then slack heat one-third to one-half as soon as the bag corners turn brown.

“Do not let the bag touch sides of oven or gas flames. Adhere to time given in recipes, then food will be well cooked. Take up bag, by slipping the lid of a tin pot underneath it. To secure

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gravy, let out water, etc. make a pinhole in bottom of the bag and drain over a dish.

“Except in pies, no dish should be used in paper bag cooking.”

CHAPTER IX

FOR VARYING TASTES

THE ways of making pin-money are almost unlimited. Aside from the methods which are most usually followed, are those original and clever ways which come occasionally as an inspiration, and which would never occur to the average person. In this chapter will be found a number of these unusual but perfectly practicable ideas, which many readers will be able to employ to good advantage.

THE SAUSAGE KING

The life story of Mr. Jones, "The Sausage King," should prove an inspiration to every person who is handicapped in their struggle for a living, by a frail body and shattered health.

Mr. Jones was a college man, strong and athletic; life was full of promise for him. He had been out of college only a few years when he

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was laid low by rheumatism in its most violent form. For many years he was unable to move hand or foot and suffered intensely.

But he was a married man with a family of small children to support. As the terrible pain eased a bit, Mr. Jones remembered that a member of his family had made splendid sausage meat,² which was the envy of the neighbors.

He succeeded in securing the recipe and a strong man was hired to make the sausage meat in Mr. Jones' little kitchen, to sell to the trade.

To-day " Jones' Sausages " are known throughout the country, and this wonderfully brave man made a financial success of life, although he never regained his health.

KEEPING BOARDERS

One hustling little woman, who owns a large, comfortable, old-fashioned farmhouse near Concord, Mass., is making more than a comfortable living by taking boarders.

She has plenty of rich milk, fresh eggs, poultry, and vegetables supplied from her farm.

She realizes that in order to attract guests who can afford to pay her good prices, she must have a well-ordered home, modern conveniences, and outdoor recreation. Hardwood floors are throughout the house; the latest, up-to-date plumbing has

been installed. The servants are neat and respectful; the table linen is immaculate.

A wide, concrete porch has been built on two sides of the great house; a safe family horse and comfortable carriage can be hired for fifty cents an hour. On the wide lawn are a good tennis court and croquet grounds.

Semi-invalids can come here and find rest, and they are willing to pay well for the comforts afforded them.

How is it possible for a capable woman with such a home to be a financial failure?

ANOTHER SORT OF BOARDING HOUSE

Another busy woman who owns a large, comfortable farmhouse, with no modern conveniences, has turned her home into a place of rest for tired working-girls, of limited means. Here a girl can spend her two weeks' vacation by paying from \$3.50 to \$5.00 a week for room and board.

Two large rooms are turned into girls' dormitories, containing six cots each. Twenty guests can be accommodated at a time on this farm, and as much of the food is raised on the place, the owner clears from \$1.50 to \$2.00 on each boarder.

RENTING ROOMS

"As the head of the firm had recently died, my father, with many others of the old employees,

was asked to retire, in favor of younger, smaller salaried men.

"Then the necessity of my helping out became urgent. Our house was a large, comfortable one, within commuting distance of the city. I therefore decided to rent as many rooms as possible to young men. On the third floor there were five nicely furnished rooms and a large, old-fashioned attic.

"The attic was converted into a smoking and lounging room, at one end of which was a billiard table. The bedrooms were simply but attractively furnished. Two of the floors were painted, and bright pretty rugs took the place of a carpet. On the other floors was serviceable grass matting. The paint was white and the wall-paper plain. Oatmeal paper is in every way the most serviceable and artistic.

"The beds were single iron cots, with spiral springs or box mattresses, and were provided with the very thick cotton mattresses. Dark green or red spreads turned the bed into a divan during the day. Hooks were placed on the backs of the doors, if the closet room was limited, and wooden boxes with hinged covers were made to slip under the beds. These were useful for boots or clothing. No old-fashioned bureaus were in the rooms, but tall, narrow chiffoniers with a

shaving-glass on top. These were placed near the gas jet, so that one could easily see to shave. A piece of sandpaper was tacked to the wall near the gas jet, and a glass suspended from the jet to hold the burned matches.

"The rooms were furnished with the portable, white enameled washstands, which are sanitary and easily kept sweet and clean. These stands are furnished with a soap dish, towel rack and a shelf below for the pail holding the waste water. Clean towels were supplied daily, and the sheets changed once a week. The rooms rented for \$10.00 and \$12.00 a month, as no meals were furnished. The room money carried us over a very hard winter."

TENT BOARDERS

"My home is up in the Orange Mountains. When my husband was taken sick, it became a problem how I could earn some money to help support the family. My boys suggested that I advertise for 'tent boarders,' or persons who were suffering from a breakdown and who feared incipient tuberculosis. I did this and rented three tents, which we had made out of ten-ounce duck, and placed on the ridge of our farm. All of the cooking was done in the house and the boys served the patients in their tents or under the

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trees. Any woman living on a farm in a high altitude can pick up quite a lot of money in this way."

CAMPING SITE TO LET

There are two young women in New England who bought a delightful camping site for \$125. They then bought three large tents of khaki duck.

The tents were ten by twelve with an opening at the back which allowed free circulation of air. The opening was finished with a flap. Each tent had a double fly which protected the roof canvas on rainy days.

The tents were pitched near a spring, on high ground with beautiful views spreading out before one in every direction.

The station and stores were within a half hour's walk.

These tents rented for \$50 each a season.

RENTING SUN UMBRELLAS

"Last summer I secured the sole right to rent out sun umbrellas and camp stools, at one of our seashore resorts. Every Friday evening, there were fireworks on the pier and between two and three hundred camp stools were rented, at ten cents an evening.

"During the day, the large sun umbrellas,

which are really miniature tents, were rented by the hour. I employed three boys to handle these umbrellas and to collect the money. Over \$500.00 were earned in this manner."

SUPPLYING FISHING TACKLE

"I spent this last summer at the seashore, and quite a little spending money was earned by renting out fishing tackle and selling bait. The charge for bait and tackle for an afternoon was \$1.50. My husband also carried fishing parties out twice a day, he supplying lines and bait. Each person in the party paid \$1.00 for a two hours' trip."

LETTING SAILBOAT

"About \$20.00 were earned this past summer at the shore, by renting my small sailboat to parties at twenty-five cents an hour."

RENTING A BARN

"We have a very large barn on our farm, and rent it to picnic or pleasure parties. In the fall the barn is trimmed with corn stalks and pine branches. It is lighted by electricity, and as the floor is in good condition, the High School boys have hired it as a dance hall, and for their club meetings every month. The \$75.00 thus earned are given to me for my spending money."

DRESS FORM

"I am the only woman in our village who owns a dress form. This has been rented out to my neighbors frequently, at twenty-five cents a day. In this way I have been able to earn a little pocket money."

VACUUM CLEANING NO. 1

Last year several society women in a New Jersey town decided to earn every dollar of their Christmas charity money themselves, and not to call on father, mother, or husband for a penny. They clubbed together and purchased a vacuum cleaner. A boy was hired to operate the machine, and early in the fall these young women called on all of their friends, explaining their scheme, and orders were booked for fall and holiday cleaning.

They were unable to fill one-half of the orders given them, and in a very short time a nice sum was realized above all expenses.

VACUUM CLEANING NO. 2

Two women in the town of New Castle, Indiana, clubbed together and purchased a "Cyclone" vacuum house cleaner, for \$30 and are now earning pin-money in that way. They rent it out to neighbors at two dollars a day for

cleaning houses and house furnishings, a boy being employed at small charge to operate the simple machine.

There are cheaper vacuum cleaners on the market, but they bought a reliable make which has already paid them big returns on their investment of fifteen dollars each.

MAKING ONE'S OWN ICE

"Every woman who lives in the country in a northern latitude can make her own ice whether there is a pond on the place or not, and save her ice money for pin-money. Last winter I hired a tin-smith to make me twelve pans of heavy galvanized iron, bound with strong wire at the top. They were twelve inches deep, eight inches wide and fifteen inches long at the top, and one inch shorter and one inch narrower at the bottom. The pans could be of any size, and of a length to admit of the cakes fitting exactly into the ice-house either way. The pans should stand exactly level, about a foot apart.

"Place them near the well. Fill with pure water, to within two inches of the top. If the mercury stands five or six below zero, ice will form over night two or three inches thick on the top and an inch on the sides, but hardly any on the bottom.

“The next morning, stand the pans on their sides, allowing them to rest on some support previously arranged. Hot water is then poured onto the sides of the pans, until the ice is loosened and rests upon the poles or supports upon which the tins have rested.

“As soon as possible remove the pans from the ice, break the thin ice that has formed on the bottom, and remove most of the water from the shell cake. As the small amount of water left in the shell freezes, add a little more, and continue this process until you have a solid cake of ice.”

DELIVERING ICE

“Women who wish to earn a little extra money can do so by purchasing ice direct from the ice car, and selling it to families. The ice man charges from forty cents to sixty cents a hundred for ice, but he buys it for about twenty cents from the car. My boys have been delivering ice all summer in a small hand cart of their own construction.”

WAYS TO MAKE HARD SOAP

A woman who takes many prizes at county fairs for her homemade soaps, makes her hard soap according to this formula: For ten pounds of soap, take five and one-half pounds of clean,

unsalted grease. Lard and tallow make an excellent combination, or either used separately is good. Melt the grease in a kettle and cool it until it is only lukewarm.

While the grease cools, dissolve a ten-pound can of lye in three and one-half pints of cold water, and heat it lukewarm in an earthen or iron vessel. A good test for the grease is to have it just lukewarm to the hand. Then pour the lukewarm lye into the grease (not the grease into the lye) and stir carefully until the two are thoroughly combined.

If you stir them too long they will separate. The mixture is put into a wooden box lined with paper or calico, and set in a warm place for a day or two.

Cut it into oblong cakes with a string or fine wire.

NO. 2

Use half a gallon of lye, to five and one-half pounds of clean fat, tallow scraps or drippings. Melt the fat in a large kettle. Add one-fourth of a pint of the lye, and boil over the fire until the biting taste is gone. Add the same quantity of the lye and continue boiling. Keep on in this way until the lye is all consumed, adding also from time to time as much water as has been

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consumed. The liquid will become transparent like honey. Add half a pound of salt, and boil until the soap separates from the lye and drops off the wooden paddle like greasy water. A little bit pressed between the thumb and finger should not feel greasy, but flatten into thin scales. If too much salt is used the soap will be crumby and brittle. Let it simmer ten minutes, then skim off the soap floating on the top, put into a mold, and set aside to drain and harden. This will make a hard white soap. The lye and grease left in the kettle will make a good soft soap by adding four gallons of water and letting it boil. To make a yellow soap, add one-third rosin to two-thirds grease. Add the rosin to the lye first. When it dissolves add the grease and proceed as in the given recipe.

NO. 3

“One of my pin-money occupations is the making of soap for household use. All of the scraps of fat, trimmings from cooked and uncooked meats, skimmings from the stock pot and stews, in fact every bit of fat that cannot be used for frying, is carefully saved and put into the soap-grease pot. In this way we always have an abundant supply of pure, white, clean soap, at a cost of practically only a ten cent can of lye.

“Here is my recipe: Dissolve a can of granulated lye in three and a half pints of cold water, using an iron or earthen vessel. Place in the sun. Try out the fat and carefully strain. There should be six pounds. Heat and set aside to cool. When the lye water has attained ‘summer heat,’ pour it slowly into the lukewarm grease. Never pour the grease into the lye.

“Add a heaping tablespoonful of borax, and stir until the lye and grease are thoroughly combined. As soon as the mixture is thick, the stirring must stop or the materials will separate. Have ready a wooden box lined with clean paper or cloth. Pour the mixture into this and cover and let it set in a warm place for several days to harden. Should the soap show greasy streaks, remelt and add a pint and a half of water.”

FLYPAPER PENNIES

A friend of mine sent me the following instructions for making flypaper, and I have made a little money by selling several hundred sheets at five cents each.

“One gallon of linseed oil (no other kind will answer) should be put into a strong iron pot, which has a tightly fitting cover. Bring this oil to a boil and set fire to it on top at the same time.

This should be done out-of-doors. Let it boil for at least three-quarters of an hour. Extinguish the flames by putting the cover on. Then take a stick and dip it into the boiling oil, allowing a little to cool on the stick; if it is the consistency of thick molasses when cool, it has boiled long enough.

"I was advised to add a half pound of powdered rosin to the oil, but this will make it dry quicker and will not be desired by some. I bought several hundred sheets of stout, brown manilla paper, cutting it into sheets about the size of typewriter paper.

"The thick burned oil was painted on each sheet, and the sheets folded in the middle to prevent their soiling anything they might come in contact with. If slightly warmed before using, they can be unfolded easily and remain fresh some months.

"These cost about a cent each to make and retail for five cents."

POLISHING KNIVES

"I have earned my pin-money in rather an unusual way. I purchased a small grindstone for \$1.00, and a knife-polishing machine which cost \$8.00; I am kept busy sharpening scissors and knives, also polishing knives."

SHOE-POLISHING

"A woman's shoe-polishing parlor will pay any girl who is intent upon earning her living and who is not hindered by false pride.

"When I decided upon this branch of work, I was without funds, and was forced to borrow \$200. I purchased my platform, chairs, brushes, and polishing materials. Two good boys were hired at a dollar a day. I charged five cents for an ordinary shine; ten cents for an oil shine and twenty cents for scouring tan shoes. The parlor was for women and children only, and the work was guaranteed satisfactory. I have made a good income from the start."

PAPER PLASTER

Paper plaster is made from old newspapers, torn to bits and soaked in water over night. This mass is then put through a meat chopper and again wet. Mix with a little glue, and color the desired shade with dyes or water colors. This can be modeled like clay. Boxes or bottles may be covered with this plaster and pretty bas-relief effects may be secured by pressing the plaster into any desired pattern with a flat stick. This plaster will harden within a few days.

CLEANING WINDOWS

“My spending money is earned cleaning windows. I first rub the glass with a soft cloth moistened with turpentine. I then use Bon Ami, which is again removed with a soft cloth. The final polishing is done with tissue paper. I receive twenty-five cents an hour for this work.”

WASHING CUT GLASS

“My pin-money has been earned by caring for costly cut glass owned by wealthy women in our city. It has been my duty to attend to the washing of this glass, and putting it away after receptions. The glass is washed in lukewarm water, to which a little bluing has been added, and it is then dried with a soft towel and polished with tissue paper.”

CLEANING SILVER

“I have built up a nice little business by cleaning silver in households where insufficient or incompetent help made this task an arduous one.”

OVERSIGHT OF APARTMENT HOUSE

“A part of each day is devoted to the general oversight of a large apartment house in our city. The first day of each month the rent is collected, vacant apartments are leased, complaints are in-

vestigated and needed repairs are attended to. For this work I am paid \$30.00 a month."

CARING FOR PRIVATE LIBRARIES

"My pin-money comes in rather slowly, but surely. My work is that of caring for private libraries, the dusting, arranging, and cataloguing of books, for which I am paid fifty cents an hour."

GUIDE AND CHAPERONE

"For several years I have been acting in the capacity of a guide. Strangers coming to New York are often afraid to go about alone, and cannot possibly see the many places of interest in a limited time, when she is visiting in the city.

"I have chaperoned girls on their shopping expeditions. I have acted as a companion to semi-invalids who were traveling for their health, and who had only a few hours in our city in which to see many interesting places, before continuing on their journey.

"I have met strangers at the incoming trains, and have secured desirable rooms and board in comfortable lodging-houses in advance for them.

"This is interesting and at the same time remunerative work for a woman. I have secured much of this work by registering at the Young Women's Christian Association, also by advertising

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in the religious papers, and placing my cards in the hotels."

MADE PUFFS AND SWITCHES

In a Texas town of 6,000 inhabitants, two women made in two years over \$400 pin-money by weaving puffs and switches out of hair (cut and combings). This, too, without neglecting their regular occupations and without any canvassing or advertising. Those who patronized them brought the work to the house and came after it when it was finished, so that the workers did not have to spend any time delivering the goods. By judicious advertising and a house to house canvass the work would have proven even more lucrative. But they only took what came to them.

A girl could go into a large city and learn the tricks of this trade in a few weeks, as the demand for false hair seems to be increasing every season. Another sister took up shampooing and hair-dressing and the work dovetailed with that of her sisters. They also kept on hand a good supply of bottled brilliantine, shampoo powder, Castile jelly for shampoo, etc., which they sold to customers at an advanced price. It is a nice, clean business to start in at home, and if the opportunity presents itself, a girl could soon open a shop of her own.

WASHING SWEATERS

“I live in a city of medium size and I have made much more than ‘pin-money’ by washing wool sweaters. I make a nominal charge of fifty cents for each sweater, and have all the work that I can do in my spare time. I make it a point to wash two on the same afternoon, and I often have four or five dollars a week for my little work. I went to the high school and college in my town and secured one or two orders from teachers and pupils, and in that way I have started up a big and paying business. This is how I do the work with little manual labor.

“Six pails of warm water; six teaspoonfuls of powdered borax; six teaspoonfuls of spirits of ammonia (not household ammonia) and one cake of white soap. I have the water real warm, but not hot enough to scald the hands, and dissolve the soap and borax in it. Then add the ammonia just before using. The sweater must be soused up and down and squeezed gently — it must never be rubbed or squeezed hard. When all dirt is gone, rinse in first one warm water and then another, until the water is perfectly clear after the last rinsing.

“Put the wet sweater in a large old pillow case, and pin the pillow case on the line where the wind and sun will get at it. Sometimes it takes two

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days to dry thoroughly, but when it comes out, its shape is perfect, and the wool is soft and shining, just like new. I have also washed gray and white flannel trousers, and wool shawls after this recipe and have never had a failure."

S. S.

CLEANING GLOVES

"Glove cleaning will interest some girls. I would suggest a charge of ten cents, fifteen cents and twenty-five cents, according to the length of the gloves.

"Over \$100.00 have been earned by me this year, cleaning gloves. Light colored gloves I put into a fruit jar, cover with gasoline, screw on the cover, and allow them to stand for several hours. When removed from the jar, they are put on the hands and gently rubbed with a clean towel. When washing chamois gloves, do not rub them but squeeze them tightly in the hand. They are to be washed in several waters, all soapy. The soap left in the gloves keeps them soft. After working the hand into the gloves, to get them into shape, dry in the air away from the heat."

CARRIAGE SERVICE

"My home was a mile from the depot, at the top of a long hill, in Massachusetts. Many

beautiful homes are on this hill and a large sanitarium is at the top. As I owned two horses and a comfortable carriage, I established a sort of hack service back and forth to the trains. My charge was fifteen cents for a trip up the hill, or twenty-five cents for evening calls. Between the hours of three and seven I averaged from \$3.00 to \$10.00 daily. My work was outdoor work and healthy, and I averaged more than most stenographers."

PACKAGE DELIVERY

"While every woman cannot do outdoor work more than two hours a day, I want to say that I am doing very well in my spare time by running a ten cent package delivery.

"This idea occurred to me while visiting the Commercial Delivery Auto Show. My entire savings amounted to four hundred dollars and I invested it in a 'Pony Auto,' and hired a boy to run it four trips a day. When down town, doing my marketing, I canvass the people with whom I trade, to give me their special work and I am now doing a nice little business, as well as all the housework for a family of five."

VISITING HOUSEKEEPER

"I can recommend the position of a visiting housekeeper to women, as the work is interesting,

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devoid of monotony and the compensation liberal.

"I am at present acting in the capacity of a visiting housekeeper to three families. Two hours a day are devoted to each, the daily *ménus* prepared, the house thoroughly gone over, and the daily marketing attended to.

"The salary paid is never less than \$40.00 a month from each family."

HOME ASSISTANT

"My work is that of an 'aid,' or general home assistant. Each day's work varies greatly; one morning a week is spent in cleaning silver for a wealthy woman in our city. Two evenings a week are spent with a frail little woman, whose husband's business keeps him in town these two evenings. Several hours a week are devoted to reading to convalescents.

"I have also mothered a family of small children, a week at a time, while their own tired mother was on a little restful trip. I am called upon to assist in the packing of trunks, and in the closing of a home when a family is leaving for a trip abroad; to assist in the kitchen when the cook suddenly leaves, and in fact to do any and all kinds of work, which I am capable of performing.

"My days are never monotonous and, in a measure, my time is my own, as I am free to accept or refuse the many calls made upon me daily. As considerable time is lost between the various appointments, and my work is outside the ordinary, my charges are fifty cents an hour."

SANITARY LAUNDRY

In the east, a capable little woman has decided to open a "sanitary laundry." She *will* dry all clothing in the sun, and become, in this way, a public benefactor.

In hundreds of laundries, linen is dried in close rooms, and instead of being returned to its possessor cleansed from all impurities, as well as from actual visible dirt, it absorbs additional ones, and becomes a source of disease.

Those people who are unable to inhale pure air, and derive benefit from the warm, life-giving rays of the sun, owing to ill health, should be particularly careful to have their clothes washed and dried out-of-doors, in order that the air may thoroughly purify them. A sanitary laundry will have the endorsement of all physicians in your city and by the Board of Health.

In connection with such a laundry, a "mending department" might be suggested, where "bachelors' buttons" will be gratuitously supplied.

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FIVE AND TEN CENT STORE

Three dollars to fifteen dollars a week is the income from a little five and ten cent store. There is such a demand for ten cent articles, that every town in the United States should have a five and ten cent store. Jewelry, ribbons, laces, collars, and notions are quickly sold. Also china, glass, tinware, toys, bon-bons, stationery, etc.

UPHOLSTERING AND RENOVATING FURNITURE

"Awnings and slip covers will bring in the dollars. Upholstery work of all kinds is most remunerative. Last summer, while traveling, I picked up several pieces of well-preserved old mahogany. Several fine old beds were bought for \$10.00 each. These sold in turn for \$35.00 to \$50.00 each. Three swell-front bureaus were bought at a total cost of \$23.00; these sold for nearly \$100.00 to individual collectors of old antique furniture. A few fine chairs were bought at a low figure, and a spinning-wheel. Also a very finely preserved dulcimer was bought for \$3.00; this can be sold for \$100.00 when re-polished."

SELLING OLD-FASHIONED FURNITURE

"I have been successful in collecting a quantity of well-preserved mahogany furniture at auctions

I have attended. While traveling through Pennsylvania, I bought a beautiful, large, swell-front mahogany bureau, with the hand-carved posts on either side, for \$7.00. This sold later for \$35.00. A \$10.00 'Grandfather's Clock' was disposed of for \$25.00; several four-post bedsteads were sold at a handsome profit.

"I am planning to go into the collection of antiques to a considerable extent, as there is a good profit to be made on the real, old-fashioned furniture."

CORSET AGENCY

Last summer two school teachers, who were worn by their school duties, decided to earn their vacation money in an entirely different manner. They secured the agency for a high grade corset, and the summer was spent at a mountain resort. The guests in the hotel were only too glad to be able to secure a fresh pair of perfectly fitting corsets, in the middle of the season without having to take a trip to town.

These teachers were successful from the start because they carried an article needed by every woman in the hotel. Broken corsets were also mended and silk lacings sold.

The manufacturer allowed very liberal commissions on all sales made.

CANVASSING FOR MAGAZINES

"From personal experience I know that a comfortable amount of pin-money may be obtained by canvassing for two or three of the popular magazines. I do not advise trying to introduce a new publication, but rather select two or more of the most widely circulated and popular magazines containing several departments which appeal to the housewife and homemaker.

"The price of these is within reach of every woman. I find that I often place two or three with each lady, offering her a club rate. You need not be an experienced canvasser to do this work, and you will be surprised to see how soon you become expert. I advise the timid girl to start among her personal friends and acquaintances, then, as her courage increases, gradually extend her territory. After the first month the work will become fascinating.

"Aim to build up a permanent business by keeping books, and record each subscription with date, thus making it easy to secure all renewals before the subscription expires. Work with a clear conscience, for you are doing a splendid work placing good reading in many homes. The friends you make on your first visits will gladly welcome you when you call again to secure renewals."

SOLICITING ADVERTISEMENTS

"There is no more satisfactory way of earning money than through the soliciting of advertisements. The remuneration is generous. The field is almost unlimited. One may work successfully in a variety of ways.

"I was living in a city. I asked the editor of a country paper in another part of the state to send me his advertising rates, and also asked if he would allow me twenty-five per cent. on all advertising contracts I might secure. I gave some study to the kind of advertisements which would meet the needs of the people in the locality covered by the paper. In two weeks I had earned \$20. I then began working for a local magazine which would appeal to another class of advertisers, and in this connection, successfully started a page of insurance cards, also a hotel and restaurant directory. Some advertisements were secured wholly by correspondence. I was obliged to give up the work after a few weeks, but my experience convinced me that there is 'money in it.' Every paper wants new advertisements. Every advertiser is ready to hear about a new medium.

"As one example of what it is possible to do along this line, an acquaintance, a young woman, who afterward chose to devote some spare time to the work, placed two hundred dollars' worth of

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advertising for one paper, a country daily, in a short time.”

C. H. M.

SOLICITING ADVERTISING NO. 2

Among the many ways of earning money for women, soliciting advertising has become popular and profitable. There are so many mediums, — programmes for church fairs, hospital entertainments, concert and theatrical programmes, etc., to say nothing of the daily papers and magazines. These offer a large and lucrative field of endeavor to the girl who is willing to work and who is not easily discouraged. If you work on a commission basis, the various publications pay as a rule twenty-five per cent. and in some cases more. If you select a magazine of general literature, you must be sure that the circulation is honest, and as quoted. Newspaper business, being local, is oftentimes a better proposition, as this has a daily or weekly distribution.

One of the most important things for a solicitor to know, is the class of people her proposition reaches. Secondly, a knowledge of the agencies placing the business. When you once secure an order for space in your publication, you are reasonably sure of securing this order again, and so your business and commissions will grow from year to year.

LAWYER'S SOLICITOR

“By acting as a lawyer's solicitor, I have earned several hundred dollars during the past year. My father's lawyer agreed to pay me a commission on all new cases I could bring to his office, and I have been successful in sending many persons to him.”

INSURANCE WRITING

Insurance writing will appeal to many women, because this work offers great opportunities to women who are capable and in earnest. Companies will grant one a special agency, provided that the locality is not already allotted to another. If a person is granted the only agency in a certain district, all business written in that territory is credited that office, no matter who may have written the business. A woman can earn from \$500 to \$2500 a year writing life, fire, burglary, disability, plate-glass, and marine insurance, according to the amount of time she devotes to it.

CORRESPONDENCE COURSES

“I would recommend a correspondence course to any woman who is interested in going into the real estate business. A course of this kind would fit one in a year to accept a salaried position with

some first-class concern. The real estate business embraces buying, selling, leasing, and exchanging of properties; also managing, appraising, mortgaging, building, and auctioneering. One's income is based on salary and commission.

"Thousands of women are learning to do many seemingly difficult things by a system of correspondence. The courses of instruction in which young women mostly enroll, are Architectural Drawing, Freehand Drawing, Illustrating, Interior Decorating, Stenography, Millinery, Dressmaking, and Music.

"Hundreds of girls who are clever with their needles, with just a little pertinent instruction can turn their ability into actual money."

A GIFT SHOP

From Boston comes the suggestion of a "Gift Shop" as a pleasant and sure way for a refined girl to be self-supporting. Make fancy articles of all kinds, which will serve as pretty gifts; also ask others to bring in their own work, selling same on commission. An announcement of your "Gift Shop" can be made in the local papers, and an attractive sign put where it will be readily seen. In connection with the "Shop" it is suggested that tea, cocoa, sandwiches, and cake, or the delicious wafers made by the Johnson Educa-

tor Food Company, be served from four to six o'clock.

DEMONSTRATOR

The services of a demonstrator are required in every city and town in the United States. New foods, kitchen cutlery, dress trimmings, hair ornaments, corsets, etc., are constantly being placed upon the market, and clever demonstrators are needed to bring these goods to the attention of prospective buyers. Any capable, self-reliant woman can succeed as a demonstrator, and the amount of money earned depends upon the number of hours daily a person can devote to the work.

HOUSE-TO-HOUSE BARBER

"My work is that of a house-to-house barber. I have made a special study of children's hair-cutting. Women of means greatly prefer to have their hair dressing done in their own homes, and appointments are so numerous, I have been forced to engage the services of two capable women assistants."

A HOUSEKEEPERS' SALE

Miss B. could not leave home to earn money on account of an invalid mother. She had several small talents, or at least what she called small

talents, so she solved the problem in a satisfactory manner and earned a good income. She was very deft with her fingers; she was also a good cook, and besides she had a brain stored with some new ideas. She did different things at different seasons; thus she had a constant change of work which made it less tiresome and more profitable.

During the summer months she sat on her shady veranda, but her fingers were never idle for a moment. The most of the things she made were of a practical sort used in almost every home, from tea towels, iron-holders, crocheted wash-cloths to sheets and table napery. In the line of the latter there were doilies and center-pieces, one or two hemstitched tablecloths, and sideboard scarfs. She made aprons of all sorts, from the ample gingham aprons to dainty white ones, also dust caps; bags of every description, practical bags being in the majority, such as dust and laundry bags, bags to protect dress skirts, ironing boards and mattresses; good collections of sofa cushions and pillows, some that required little work and some that required more. In the late fall she had what she called a "Housekeepers' Tea." She sent out printed invitations to her friends and the housekeepers of the community, and as an extra inducement she adver-

tised tea and wafers free to all who came. One room in her home was cleared of furniture for the occasion. Most of the articles were attached to lines stretched across the room by means of clothes-pins, the rest were placed on tables to the best advantage. All articles were plainly marked with the price, allowing a fair profit for her work. These sales proved most profitable, and became very popular with the housewives of that little town.

HOLIDAY SALE

If your money is to come from a holiday sale, remember that women as a rule want practical things. Make a specialty of things costing from twenty-five cents to \$2.00. Make several articles alike; for instance, make six dainty corset covers, and they will sell readily.

Buy up a dozen photograph frames of wood, and cover with bright cretonne. If you cannot buy the wooden frames, get your carpenter to cut you out a dozen, which will only cost a few cents. If these are covered with pretty, inexpensive material, they can sell at a good profit for twenty-five cents to fifty cents each. Dainty dressing-sacks and kimonos can be made from cotton crepe and sell for \$1.00 each. It will only take three yards of crepe, and the facings can be of contrasting colored lawn, or cheap

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China silk. Next in importance come the bags for all purposes, sewing-baskets, and pincushions, also bureau trimmings. The flower table and the candy table always attract a crowd. I would suggest that tea and wafers be served free, as a little courtesy of this kind will go far toward insuring a goodly attendance.

MINT FOR HOTELS

An enterprising young woman living near New York City is selling fresh mint to hotels, clubs, and cafés. She has also sold considerable candied mint, and has many orders booked for next season's crop.

PRIVATE AUCTIONEERING

"I once knew a woman in a college town who made a comfortable living for three by what might be called private auctioneering. Once a month she visited every family, took a list of what they wished to sell (in the way of house-furnishings especially), also what they would like to buy second-hand. Those who sold paid her twenty per cent., the buyers paid nothing, but for the delivery of the goods, but everyone patronized her, as it was quicker and less trouble than a public sale, especially if there were only a few articles to dispose of.

"Just now when there is a strong demand for

all old-fashioned furniture, this business offers great possibilities for a woman. The whole country is flooded with unscrupulous buyers, looking for rare antiques, not only in furniture, but in linen, silver, pewter, copper, etc. In this private auctioneering a girl herself thus becomes the middleman, makes a good commission and sees that both buyer and seller get a square deal.

"I had another friend who acted as a middleman in a slightly different way. She opened a small tea room in her own home, and furnished the room with odd bits of old furniture, etc. Customers coming in to tea saw these antiques and purchased them of her. She made a good yearly income in this way. Her tea room more than paid for itself, and the commissions received from the sale of the antiques was considerable. She did not leave her own home to do this. She was the mother of three children, all of whom went to school, and as the customers only patronized the tea rooms during the afternoon hours, she was able to do all of her own housework.

"The curtains in the tea room were of old-fashioned bed spreads, the walls were hung with old prints, pewter mugs adorned the mantelpiece, even the tea was served in odd cups and saucers of ancient date. Every article was for sale, and all of them brought good prices."

A CLASS BOOK

"During my graduation year at college, it occurred to me, that an attractively arranged 'Class Book' would be appreciated by my classmates, and that a book of this kind could be made to bring me in a little much needed pin-money.

"Accordingly I set to work. The pages were a heavy, dull finished paper, bound together by ribbons in our class colors, and each page was devoted to some interesting event which had taken place during the year.

"Every member of the class purchased a copy of the book, and a nice little sum was cleared above the cost of getting the book out."

LOCAL REPORTING

"I have been able to earn a good many dollars at home, in the last two years, writing news items from my home town to two city papers. I wrote to several papers and was finally appointed representative of two, which pays me from \$10 to \$20 a month. Almost any newspaper is glad to have a representative in every town within a certain range of their city and they pay from \$2 to \$4 a column for news and personals for the Sunday editions. With a telephone in the house any woman can soon get hold of these items. She can let people know she wants news and it will come

to her. In case of any sent out of the regular order, you can make several dollars out of the one piece of news. Many papers also take pictures of interesting things at the same rate per column."

MRS. J. A. H.

WRITING FOR NEWSPAPERS

"Early in January, a year ago, I looked forward to February 12, for I lived in a territory where Lincoln had spent his boyhood. The many anecdotes connected with his interesting, ambitious youth have been spun into yarns and these yarns spun into stories by high-salaried writers. I was trying to make a name in journalism. I was well acquainted with a number of the boyhood friends of the old war President, 'boys' who are tottering and feeble to-day. I called upon them and, after several days, set to work with a note-book full of stories. The stories I produced from my notes proved acceptable to a dozen newspapers at eight dollars a column. Since then I have been making money as a newspaper writer."

C. L.

TYPEWRITING POEMS

"I type-wrote poems and selections for public school days such as Washington's birthday,

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Lincoln's day, Christmas, April 19, etc. I made covers for these of thick paper and tied them with raffia and sold them very readily at twenty-five cents each to teachers." M. L. T.

COLLECTING RECIPES

"I asked each of my friends to give me several of their choicest recipes. These I type-wrote, using transfer paper and thus making ten copies at once. Afterwards I arranged the pages, putting pies, puddings, and candy recipes together, and made a cover of white oil-cloth, fastening the pages together with brass screw heads. These books I sold for thirty-five cents apiece." C. D. D.

SELLING POPCORN ON TRAINS

In Lowell, Mass., a man has made a comfortable fortune selling freshly buttered and salted popcorn, on the trains, while they are stopping at the station. When every train draws into the Lowell station, he takes his large basket filled with five cent packages, quickly through the train, and always does a good business.

Another boy is supporting his mother by selling sandwiches and fruit on the trains. The sandwiches are wrapped in oiled paper and sell for

ten cents and fifteen cents each. The oranges are five cents each. Fully three hundred per cent. profit is made on every sale.

MAKING MAPLE SUGAR

"I am a New England woman. On our farm are some seventy-five sugar maples. From each tree we secure from three to four pounds of sugar. This maple sugar is all shipped to New York City, and I am thus supplied with a little spending money each Christmas."

SHIRT-WAIST BOXES

"From plain white, thirty-five cent China matting, and dry-goods boxes, I have made shirt-waist boxes which sell for \$5.00 each. The inside of the box is lined with cambric. A piece of stiff cardboard is covered neatly with the cambric and fitted into the bottom of the box.

"The top, bottom, and sides of the box are finished with a neat molding. Two brass handles and a brass knob on the lid give the box an artistic finish. It costs less than two dollars to make each box."

LIMING EGGS

"I have earned a little pin-money by buying eggs cheaply in the late spring or summer and

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preserving them fresh in strong lime water until the late fall, when they sell for double the purchase price."

BAKING POWDER

If you wish to earn a little pin-money, why not make and sell your own baking powder? You can make the very best at one half the price charged by the trade, for the standard makes.

MENDING CHINA

"Allow me to offer a suggestion to the girls who wish to earn a little spending money. Purchase a bottle of the best cement on the market, and send announcements to your friends or acquaintances, that you are prepared to mend their fine china, vases, and bric-a-brac of all kinds. You will be amazed to see how the orders will come in and the pennies accumulate."

HOT AIR BALLOONS

An invalid boy states that he has earned about \$25.00 during the year by making hot air balloons for the Fourth of July. These cost very little to make and sell for a good price.

TRACING ANCESTRY

"I have had considerable experience in tracing ancestry back to Revolutionary stock and as

this work is delightful to me, I have traced the ancestry of many of my girl friends, who were desirous of joining the order of the Daughters of the American Revolution. Of course the time devoted to this work is paid for."

FORTUNE TELLING

"I have earned quite a little pin-money telling fortunes with cards, and by reading the hands. I purchased two books; one gave the meanings of the cards, and the other thoroughly explained the lines and formation of the hand. At first the meanings had to be written on the back of each card, but in a few weeks I was able to memorize these.

"I have been engaged for many little social gatherings, as there is a great deal of fun to be derived from telling one's fortune, and the young people are glad to pay me for this work."

ORIENTAL RUG BUYING

Select from among your acquaintances those who appreciate Oriental rugs. Everyone who buys carpets has the means to purchase rugs of this kind, for they can buy one piece at a time and they wear for three or four generations and are much more economical in the end.

Send these friends a card, which will read like this:

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“ Miss —— having made connections with —— of New York City, Constantinople, and Tabriz, is now ready to consider the spaces in the home you would like covered with Oriental rugs. Will call upon request.

“ Signed, Respectfully yours,

_____”

After receiving a request to call, look carefully into the color treatment of the room or hall, where you are to place the rug pieces. Note size of space to be covered, etc., leaving a fair margin of floor space. When you have received a sufficient number of prospective orders, you should visit the city and arrange with the firms, from whom you expect to purchase the rugs at wholesale, and select the various pieces that you need, and have them charged on approval to your account, you having previously established a credit with the firm. Ship these rugs by express to your town.

When the prices are fixed, the expenses of the trip are to be charged in the bill. The profit made by most Oriental rug houses vary from fifty per cent. to one hundred per cent. You can arrange to sell rugs on commission, but it is better to buy your rugs at wholesale and make

your own profit. If you have not sufficient working capital, the commission arrangement will do until you have saved enough to handle your own trade.

SHOPPING ON COMMISSION

"In our city we find any number of women supporting themselves by doing shopping for ladies who do not wish to take the time or be bothered about the many small things to be purchased. Hence they employ a shopping agent.

"Any house in business will allow you ten per cent. and even more if you will give them your business. You can open a charge account, and when you have demonstrated your ability to pay your bills promptly at the end of each month, you can secure an unlimited credit.

"In this way you can handle anything that goes into the home and your income is in proportion to the amount of work done."

A JACK OF ALL TRADES

"I have earned money at home and without encroaching on time needed for domestic affairs ever since I married, and I have been a wife for nearly thirty-five years. I imagine it is now a fixed habit. I have had no specialty, but have kept on the lookout for opportunities to earn and have seized them as they came. I have found getting

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up clubs for publications always an easy and profitable way of earning. Yet I have not gone away from my home in the work. I have gathered in pin-money in this way by using the mail, the telephone, and by requesting visitors to examine my stock of magazines and enter my list.

"I enjoy puzzles, both making and solving, and I have earned much money by conducting puzzle departments in magazines, by unraveling prize puzzles, and by making puzzles. I still follow this line of work. I have written for household departments of magazines and have sold, perhaps, forty short stories and, strange though it sounds, have actually sold two poems.

"I have kept hens and bees, and both were profitable. I have taken care of young children when their mothers desired to go shopping, or to theaters, or on visits. My charge was small, five cents an hour, but it helped. I tried to keep up with any fad that was going, and my friends and customers came to understand I was to be relied upon for a pretty, up-to-date birthday, wedding, or holiday present. When delicate, hand-painted glasses were so popular, I sold two hundred, in addition to plates and other ware. I have lately been equally successful with burnt wood-work.

"I have made aprons for shop girls, overalls

for workingmen, and boarded pet animals. I know this is the age of specialization, but, from my own experience and from witnessing the costly failures of many experiments along some one line of work, I have come to believe that each woman can earn an appreciable amount of cash, enough to lubricate, as it were, an otherwise narrow and barren life, by keeping her eyes open to see each opportunity."

A GRANDMOTHER.

ODD JOBS

"Little odd jobs have furnished me with my pin-money; dingy gilt frames have been freshened with one part vinegar and three parts water. I have mended metal and glass articles with melted alum. Old mahogany furniture has been renovated and old wicker furniture has been stained or enamelled, while the cushions have been covered with bright cretonne.

"I have also stained floors, using one quart of boiled linseed oil combined with a half of a fifteen cent can of cherry red paint, or any other color of paint may be used as desired. This stain is applied with a brush and thoroughly rubbed in, by hand."

PRUNING

"A pair of sharp pruning shears, a thin pruning saw, and some grafting wax, have been my only

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working tools. The pruning is done in the late fall or early spring.

“To prune fruit trees, hedges, roses, etc., in an intelligent way, one should spend several weeks in the public library, reading up the subject carefully. I have earned over \$20.00 this season by this work.”

TRAINING DWARF TREES

“You will possibly consider my work as unusual, but it is truly interesting, and well paid. It is that of training dwarf fruit trees to grow like vines, on a trellis. Trees thus trained bear larger and better fruit, than the standard trees. Some of my trees have borne fruit the year they were planted.”

A PLAN TO MAKE MONEY GROW

On April first of a certain year, a meeting of a “Ladies’ Aid Society” was held, after a startling announcement, as to its great secrecy had been made. Each person present was given a new five-cent piece, and asked to make it grow to five dollars.

One young lady met a member of the Society, who had not attended the meeting. Immediately the question arose: “What was the purpose of this meeting?” In reply she was told

she could have the desired information, provided she was willing to pay for it.

She willingly gave the five cents. Then two others were told the secret on payment of one cent each. Now the five cents had grown to twelve cents; this capital was invested in sugar and molasses, which were turned into molasses candy, and sold by the five cents' worth. The five cents had now grown to sixty cents.

The present capital of sixty cents was invested in "buttercups;" a fine quality of hard surface candy enclosing a soft center of finely chopped nuts. These were purchased from a wholesale confectioner for sixty cents for five pounds. Before these were purchased, orders for the five pounds were solicited, thus making sure of their sale beforehand. The buttercups were sold for thirty cents a pound, making a profit of eighteen cents on each pound. The bulk of the work now was to secure the orders for five-pound lots. Each lot made a profit of ninety cents. In a short time, however, the \$5.00 was made.

A second lady sold her information regarding the meeting and put the profit of her five cent secret into flour, yeast, salt, etc. These she made into bread and rolls.

Fortunately she had, as a next-door neighbor,

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a boarding-house keeper. Students of a near-by college lived there.

The landlady gladly bought all the excellent rolls and bread which her neighbor could make, and was well rewarded in the fine quality of the goods that she was able to purchase at store prices, and at her very door. Her guests soon consumed enough to make a profit of five dollars, and the impromptu baker gave up her labors, much to their dismay.

Another lady came from the meeting with a tight grip on her secret. She would not give it up to any one without a return of at least five or ten cents. In this way she made quite a little capital before she began to use it.

With the amount thus secured (about sixty cents) she was ready to begin work in earnest.

She purchased first-class materials and began to make her finest cakes, that were readily sold to her friends. The excellent quality of her products brought large profits on the money invested.

In a very short time the \$5.00 were ready to turn over to the treasurer; it took such a short time to make the five dollars, that the baker continued her two-fold good work, that of good cakes for the community and of making money for herself.

"Last Christmas our Sunday School class raised a little over \$10.00 by purchasing a bag of roasted peanuts at wholesale and selling them in our town in quart bags, at ten cents each.

"The peanuts were sold in two days and enough money raised to pay for a suit of clothes for a boy our class was supporting in the south."

ANOTHER WAY

We were building a new church and the Ladies' Sewing Circle had agreed to raise some money to help out. Every member of the congregation was asked to contribute one or more of their choicest recipes, and to secure as many more as possible from outsiders.

A hustling advertising solicitor was engaged, and every firm in town was called upon and asked to take even a little space in the new cook-book we were preparing.

The result was that we secured over \$1000 in advertising, and we sold two thousand copies of the cook-book at twenty-five cents a copy. As the printer's bill was only \$125 we were able to contribute \$1175 to the church fund, \$200 having been paid our advertising solicitor.

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